# Provisioner

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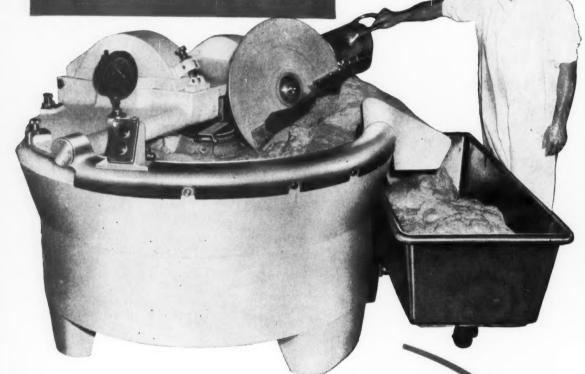
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Turn to page 11

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VOLUME 132

FEBRUARY 5, 1955

NUMBER 6

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#### News and Views

THE NATIONAL

### **PROVISIONER**

VOL. 132 No. 6 FEBRUARY 5, 1955

#### Chilly Introduction

Gaining entry to the front office of all too many of the older meat packing and sausage manufacturing plants is an experience similar to battling one's way into a castle. We haven't yet found one with a drawbridge and portcullis, but we won't be too surprised if we do.

It is difficult to see how some of these "reception" rooms could be made more depressing and uninviting. They probably should be labeled "quick chill coolers" since they are more effective in doing that job on the visitor, customer, prospective employe, salesman, etc., than any low temperature room in the plant.

These cubicles, which are usually reached after climbing a long flight of sometimes greasy stairs, have at least three blank walls painted a lively chocolate brown. One of the walls is pierced with a small opening through which the visitor and the "receptionist?" mutter unintelligibly at each other. Another of the walls may be decorated with a flyspecked 1949 calendar, a faded poster advertising the company's wieners and a card advising salesmen that they will be received only at specified times.

A couple of folding chairs, retired some years previously by a funeral chapel, and, perhaps, an ash tray, ease the stay of those who have to wait. In rare instances the visitor is offered the sybaritic welcome of a padded chair and a choice selection of two-year-old magazines.

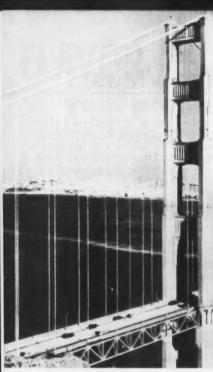
These conditions are not typical of all companies; many receive their visitors in friendly, warm rooms which go a long way toward establishing good relations with the public. Nor, does the forbidding reception room necessarily reflect the attitude of the company and its management; once inside the door the visitor may find the greatest helpfulness and courtesy.

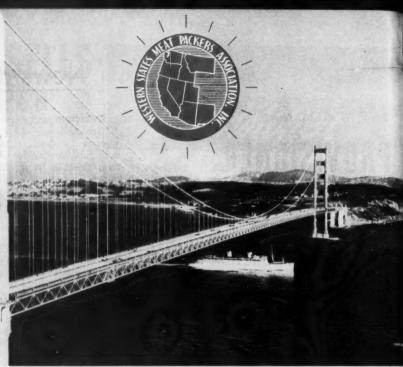
However, first impressions do mean a lot. Perhaps the reactions of traveling salesmen and editors aren't material, but those of customers, municipal authorities, consumer representatives and others may be very important to the firm they come to visit.

More Uniform and improved inspection of slaughtering plants in Georgia is one of the immediate aims of the newly-formed Georgia Independent Meat Packers Association, officials announced following the organizational meeting in Macon. Long-term object is "to do things cooperatively to improve the industry, from the purchasing of livestock through the marketing of the meat."

Elected president of the new state association was Robert L. Redfearn, president of Redfern Sausage Co., Atlanta, Georgia. James A. Beavers, president of Beavers Packing Co., Newnan, was chosen as vice president, and Gerald Meddin, vice president of Meddin Packing Co., Savannah, was named secretary and treasurer. G. Bernd Co. of Macon served as host at the organizational meeting, which was attended by representatives of some 50 packing companies. The meeting was called by Harry Shore of Shore's Abattoir, Savannah.

- A Growing Demand from the United States for Canadian meat to help meet the requirements of a heavy U.S. population increase was predicted by George A. Schell, newly-elected president of the Industrial and Development Council of Canadian Meat Packers, at the council's annual meeting. Canada's own expanding population, he said, will guarantee a steady market for the livestock and meat industry of that country. "The packing industry looks to the future with confidence," the new president declared. Schell, who is executive vice president of Canada Packers, Ltd., Toronto, succeeds J. D. Donaldson, president of Brandon Packers, Ltd., Brandon, Manitoba, as head of the council.
- The National Renderers Association has moved its headquarters from Washington, D. C., to 130 N. Wells st., Chicago. John J. Hamel, jr., president, explained that Chicago always has been recognized as an extremely important center for the industry and the officers and directors believe they can be of much greater service to the membership from the new location. Miss Jamie C. Fox of Chicago, formerly with Webb & Knapp, Inc., New York City, has been engaged as secretary of the association. Joseph B. Huttlinger has been named Washington correspondent. Telephone number of the new Chicago headquarters is FRanklin 2-3289.
- Extension of Reciprocal trade agreements, as proposed in the administration's bill HR-1, was attacked as unconstitutional and improper this week in testimony by opponents before the House Ways and Means Committee. L. Blaine Liljenquist, Washington representative of Western States Meat Packers Association, was scheduled to appear before the committee February 4 in opposition to HR-1.
- An Early Sellout of all exhibit space for NIMPA's April 23-27 annual meeting was seen this week as John A. Killick, executive secretary, visited Chicago to work on convention arrangements at the Palmer House. Of the 110 exhibit booths available for the convention, only about a half dozen were yet to be sold on Thursday. Of the 85 to 90 hospitality rooms available, about 20 to 25 remained. Space so far has gone only to associate members of NIMPA, Killick said.
- **Standby Authority** to control prices, wages and rents in the event the U. S. is attacked will not be asked of Congress by President Eisenhower, contrary to previously announced plans, the President told his news conference Wednesday. The administration is afraid such a request during the present Formosa situation might touch off scare buying.





# WSAMPH FEB-15-18S



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PACKERS who feel the West is best and want to make it even better will receive the guidance of experts from many parts of the nation during the ninth annual meeting of the Western States Meat Packers Association February 15-18 at the Sheraton-Palace Hotel, San Francisco.

Speakers will include USDA officials from Washington, D. C., representatives of the Quartermaster Market Center System in Chicago, a packer from Kansas City, Kan., a management consultant from Cincinnati and a U. S. senator from California as well as WSMPA leaders and other experts from the West.

East, West and Midwest also will unite to stage the largest Suppliers' Exposition ever held west of Chicago, showing the latest in packinghouse equipment, supplies, packaging and promotion all under one roof. Exhibitors, totaling many more than at any previous WSMPA convention, include firms located in a dozen states from New York to California. Exhibit space has been enlarged nearly 50 per

cent. (See page 42 for listing of exhibitors and firms that will maintain hospitality headquarters.)

While the emphasis of the convention will be on principal problems confronting the industry in 1955, speakers also will discuss problems and developments of national and



# SAP FRANCISCO

worldwide scope. Particularly timely in the light of the present Formosa crisis will be an address by U. S. Senator William F. Knowland of California on "Peaceful Co-existence and Our Foreign Policy" at the final general session on Friday, February 18. The final session also will feature addresses on the economic outlook for this year and the challenge packers face in years to come.

Ways to put some "meat" in packers' profits and to improve the marketing of livestock and its final product will

be discussed at other general sessions.

Opening event of the convention will be the labor session at 9:30 a.m. Tuesday, February 15, in Room 2127 of the Sheraton-Palace. E. F. Forbes, WSMPA president and general manager, will preside. A meeting of the board of directors is scheduled for 2 p.m. Tuesday. In charge will be Nate Morantz, WSMPA board chairman and president of

GOLDEN GATE BRIDGE, upper left, is perhaps most famous sight in San Francisco.

FISHERMAN'S WHARF, lower left and right, is a favorite spot for visitors to enjoy colorful displays of seafood and lively scenes along the wharves

LARGEST REDWOOD in Muir Woods, top of page, makes pretty girl look like a miniature figurine.

GARDEN COURT in Sheraton-Palace, above is probably the most famous dining room on the West Coast.

Photographs courtesy of the Redwood Empire Association and the Sheraton-Palace Hotel.







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State Packing Co., Los Angeles.

Registration of convention-goers, expected to exceed 2,000 during the four-day event, will begin at 9 a.m. Wednesday at the south end of the hotel lobby. The Suppliers' Exposition also will open at 9 a.m. Wednesday in the Rose Room, Concert Room and Rooms A and B.

WSMPA's hardworking committees then will tie into industry problems at nine special sessions scheduled for Wednesday morning and afternoon. Committees to meet at 9:30 a.m. and

their leaders are:

ACCOUNTING COMMITTEE -Room 2018. Chairman, Ellis T. Mc-Clure, Cuyamaca Meats, El Cajon, Calif. This will be an all-day session. At 2 p.m. the meeting will be addressed on "How To Finance Small Business" by Ralph Crawford, assistant cashier and loan officer, Wells Fargo Bank, San Francisco.

ANIMAL DISEASES COMMIT-TEE - Room 2001. Chairman, G. F. Chambers, Valley Packing Co., Salem, Ore. A short sound film on the problems of vesicular exanthema, the hog disease, will be shown preceding the addresses. Speakers will be Dr. M. R. Clarkson, deputy administrator, Agricultural Research Administration,

USDA, and Dr. Arthur G. Boyd, assistant director, California Department of Agriculture, San Francisco. Also present to participate in discussions on animal diseases will be sanitary officials from the state departments of agriculture of the nine western states served by WSMPA.

BEEF COMMITTEE - Comstock Room. Chairman, Henry J. Kruse, Seattle Packing Co., Seattle, Wash. Speakers: Fred Beard, chief, Standardization and Grading Branch, USDA; Paul C. Doss and Col. C. L. Taylor, both of the Quartermaster Market Center System, Chicago, and Col. Russell McNellis, Sixth Army Medical Section, San Francisco.

In addition to the continuation of the accounting session, meetings scheduled for 2 p.m. Wednesday include:

BEEF BONERS COMMITTEE -Room 2006. Chairman, Paul Blackman, Acme Meat Co., Inc., Los Angeles. Col. Taylor, Doss, Col. Mc-Nellis and Beard also are scheduled to speak at this session along with Robert Graf of the Food and Container Institute, Chicago.

HIDE COMMITTEE-Room 2006. Chairman, Leland Jacobsmuhlen, Arrow Meat Co., Cornelius, Ore. Speakers: Norman Lezin, A. K. Salz Tanning Co., Santa Cruz, Calif.; Paul Legallet, president, California Tanners Association, San Francisco, and W. F. Biedebach, California Salt Co., Los Angeles.

MARKETING AGENCIES COM-MITTEE - Room 2005. Chairman, Prosser Clark of Benson, Bodine & Clark Commission Co., Portland, Ore. Speaker: Millard J. Cook, chief, Packers & Stockyards Branch, USDA, Washington, D. C.

SAUSAGE COMMITTEE - Comstock Room. Chairman, Thores Johnson, Made-Rite Sausage Co., Sacramento. Speakers on prepackaging: A. B. Maurer, president, Maurer-Neuer Corp., Kansas City, Kan., and Jack T. Manion, Milprint, Inc., Los Angeles. A question and answer period will follow the addresses. Serving on the panel along with Maurer and Manion will be Albert T. Luer, Luer Packing Co., Los Angeles, and H. B. Tomson, Marathon Corporation, Menasha,

TALLOW AND GREASE COM-MITTEE - Chairman, Jack Allan of James Allan & Sons, San Francisco. Speakers: Jack Algeo, Sinton & Brown Co., Betteravia, Calif., and Dr. G. W. Newell, Stanford Research In-



N. LEZIN



P. LEGALLET



P. CLARK



A. B. MAURER



J. T. MANION



H. B. TOMSON



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E. F. FORBES



J. ALGEO



DR. NEWELL



A. T. LUER



N. BRAMMALL



D. M. PECKHAM

stitute located in Palo Alto, Calif.
BUYING LIVESTOCK SUBJECT
TO INSPECTION COMMITTEE—
Room 2012. Chairman, Ben Gambord,
Gambord Meat Co., San Jose, Calif.
This meeting is for WSMPA mem-

bers only.

THUŔSDAY'S PROGRAM will begin with a general business session at 9:45 a.m. in the Gold Ball Room. Albert T. Luer, WSMPA vice president, will preside, "A Profitless Prosperity" is the topic to be discussed at that session by Nate Morantz. Norman Brammall, president of Food Management, Inc., Cincinnati, will follow with an address on "Cost Control."

Douglas Allan of James Allan & Sons, San Francisco, WSMPA vice president, will preside at the general session to begin at 2 p.m. Thursday in the Gold Ball Room. Subjects and speakers will be: "Consumers Take a Look at Meat," by Mrs. Robert Mather, an Oakland (Calif.) housewife; "Modern Trends in Meat Retailing," by Don M. Peckham, meat research consultant, Brewster Research Service, a division of Safeway Stores, Inc., Oakland, and "How the Marketing of Livestock and Meat Can Be Improved," by Nelson R. Crow, publisher of Western Livestock Journal, Los Angeles.

ELECTION OF OFFICERS and directors for 1955 will take place during the general business session at 9:45 a.m. Friday in the Gold Ball Room. Presiding will be C. F. Moore of Ogden Dressed Meat Co., Ogden, Utah, a WSMPA vice president. Annual reports of officers and reports of committee chairmen also will be given

at this session.

Sharing the platform with Senator Knowland at the final general session, beginning at 2 p.m. Friday in the Gold Ball Room, will be Prof. William A. Spurr, School of Business Administration, Stanford University, Palo Alto, Calif., and Tony Whan, vice president of Pacific Outdoor Advertising Co., Los Angeles. Whan also is president of Pacific Indoor Advertising Co., a subsidiary, and formerly was in charge of West Coast advertising and sales for Wilson & Co., Inc., Chicago, for more than 11 years. Prof. Spurr

will discuss "The 1955 Business Outlook," and Whan will speak on "Their Future Is In Your Hands."

#### On the Social Side

Whether it's the "A" look, the "H" look or the "long-torso" look they'll see remains the secret of the style show planners, but wives and daughters accompanying packers to the convention will be able to view the latest designs and trends at a luncheon and fashion show planned for the ladies at 12:30 p.m. Thursday. The special event will be in Peacock Court of the Hotel Mark Hopkins. Joseph Magnin will direct the fashion show, and Paul Speegle will act as master of ceremonies. Music will be by Jack Ross and his orchestra.

Serapes, castanets and guitars will be in style as WSMPA winds up its convention with "A Night on the Spanish Main," theme of the annual dinner dance set for 7 p.m. Friday, February 18, in the Garden Court

of the Sheraton-Palace.

From south-of-the-border will assemble such entertainers as Tito Guizar, Mexican troubador; Calypso Joe and Coco-Te, singing and dancing team, and Don Marteen, master of ceremonies. Also featured will be the Helen O'Neill dancers in the Mambo and other Latin-American steps; Anthony, Allyn and Hodges, a comedy adagio trio, and Gene Sheldon, "The



MISCHA NOVY, billed as a romantic violinist, performs with his orchestra each evening beginning at 8:30 in the Palace Corner room.

Bashful Boy with the Banjo." Ray Hackett's Orchestra will be on the bandstand.

The dinner itself, however, will feature the pride of the West – roast prime ribs of choice western grainfed beef.

A variety of attractions, including restaurants featuring foods of many lands, also is available in the San Francisco area for relaxation and eating pleasure after earlier convention sessions.

Some of the newer restaurants are Place Pigalle, with its French cuisine, and the New Capri Room, where charcoal broiled steaks head the menu. The Papagayo room at the Fairmont Hotel serves fine Mexican food.

French restaurants in downtown San Francisco are the Old Poodle Dog, Bardelli's, Jack's and Camille's. Famous for their Italian cooking are Alfred's, Fior D'Italia, Julius' Castle, Vanessi's and the Veneto. In Chinatown, Kuo Wah Cafe and the Cathay House cater to clientele that prefers Chinese and Cantonese foods. Pacific Sukiyaki serves Japanese dishes.

Some colorful names in restaurants that also feature entertainment are the Purple Onion, Fack's, Forbidden City, hunger i, Sinaloa, Blue Rock Inn, Jack's Waterfront Hangout, Downbeat Club, Club Hangover and the Tin Angel.

Fish in all sizes and in all varieties is available on Fisherman's Wharf with DiMaggio's and Fisherman's

Crotto heading the list.

Among San Francisco's other famous eating places are the dining rooms in the major hotels, the Cliff House and Roberts-at-the-Beach. Trader Vic features Polynesian food; the Balalaik serves Russian specialties. Swiss cuisine is available at the Saint Moritz, and the Hotel Espanol and Jal Alai serve Spanish Basque food.

Cinerama is still drawing crowds at the Orpheum theatre, and Gilbert & Sullivan's "The Mikado" will be presented by the Lamplighters at the San Francisco civic theatre. Some of the San Francisco theatres catering to foreign film enthusiasts are the Stage Door, Clay, Larkin and Bridge.

#### WSMPA MEETING EXHIBITORS

WSMPA MEETING EXHIBITORS
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Allbright-Nell Co	2020
Advanced Engineering	
Corporation	3007-09
Blondheim, S., Co	8001-03
Calgon, Inc.	4002-04
Calgon, Inc. Cincinnati Butchers' Support	oly
Co	7024-26
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Co.	English Room
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produces sliced groups ready for packaging-without hand labor!

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TO CONVEYORS

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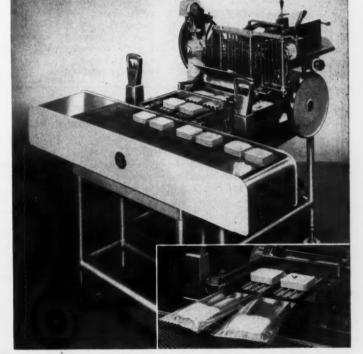
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Benefit from all these important U. S. Model 170-SS advantages!

Improved stacker—assures perfect stacking!

- Number of slices per group can be instantly changed while machine is in operation!
- Micrometer thickness control—permits unlimited number of slice thicknesses!
  - Slices delicate products with minimum waste!
     No extreme chilling or tempering of loaves required!
- No honing required! Razor-sharp knife equipped with handy, attached, automatic sharpener!
  - Low initial investment enables easy addition of units for increased production as business grows!
  - Minimum maintenance—with redesigned lubricating system!

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85% of sliced groups require no weight

adjustment—on products of uniform size and shape!

Photo shows how U.S. Model 170-SS automatically transfers groups from scales to moving, stainless steel wire conveyors. Use of optional mandrels permits automatic insertion of product into bags for vacuum packaging.



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U.S. High-Speed Bacon Slicing System 

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#### NATURAL CASINGS

#### Producer Believes that Air-Dried Casings Will Help Solve Industry By-Product Problem

New hope for natural casings particularly beef and hog-lies in the perfection of air drying and other techniques which will yield products of uniform size with desirable qualities and radically reduced shipping weight, according to Sylvan Kadison, president of Kadison-Schoemaker Laboratories, Chicago, who announced this week that during the past year over 25,000,000 lbs. of sausage have been stuffed in the firm's natural laminated air-dried casings.

Major producers of dry sausage have been using the new KSL casing for over a year. Development of the product was pioneered by H. Vaessen Darmenindustrie and Chemische Industrie Paul Schoemaker, affiliated companies of Kadison-Schoemaker. Raw material for the laminated airdried casing is obtained from American packinghouses, processed in Europe and then returned to this country for use.

Asserting that nothing has been developed that will "breathe" as well as an animal casing, or possess its natural porosity, flavor and fiber formation, Kadison said that his firm's product, in addition to these advan-

tages, is paper thin, edible and more exacting in width and uniformity. He stated that it has a perfectly rounded closed end, and has no tendency to taper. The new casing was originally developed for dry sausage, but now has been perfected for cooked sausage as well

One of the interesting characteristics of the laminated casing is the fact that it "shows off" and intensifies the natural color of the cured and smoked meat product it encases.

After stating that his company and its affiliates are continuing research on beef and hog casings, and hope to market additional items soon, Kadison emphasized his belief that other producers of natural casings should experiment to improve them and to safeguard the place of these industry by-products as containers for sausage. He believes that the near future will see all major producers of wet and salted beef and hog runners turning to air drying. The advantages of reduced shipping and handling costs more than offset the expense of drying; the contents of a 600-lb. tierce can be shipped, after drying, in a relatively small carton.

#### **Authors Now Want Repeal** Of Ohio Axle-Mile Tax

Plans to seek the repeal of Ohio's controversial axle-mile tax on heavy trucks were revealed by a group of legislators, led by House Speaker Roger Cloud of Logan and Rep. Robert L. Johnson of Medina, both Republicans and both authors of the 1953 law they now oppose.

After studying highway tax problems with representatives of the trucking industry for nearly a year, the group of lawmakers was reportedly considering a 2c fuel tax increase for trucks only as a means of replacing

axle tax revenue.

Cloud estimated such a fuel tax boost would yield the same amount of money the axle tax was expected to produce, about \$20,000,000 a year. The axle tax actually is netting only about \$11,000,000 annually and has resulted in a breakdown in reciprocity between Ohio and other states.

The move to junk the axle-mile tax, which places a levy on trucks with more than two axles of from 1/2 to 21/2c a mile for highway use, depending on the number of axles, was expected to be strongly opposed by Governor Lausche.

#### Army to Extend Storage Life of Combat Rations

The storage life of reserve supplies of Army combat rations in the United States is expected to be extended from the present three years to five years by a switch from nonrefrigerated storage to cold storage next fall, the Army Quartermaster Corps announced.

The individual combat or C ration, the five-in-one ration, the Assault Packer and certain components of B rations will be affected. Under the new plan, one-fifth instead of onethird of the supply will be withdrawn for consumption each year and the same quantity will be replaced in storage. Substantial savings are expected since combat rations cost about twice as much as the standard A rations normally used by the Army in the U.S.

#### **Would Ban Trading Stamps**

A bill to outlaw trading stamps as "unfair competition" has been introduced in the Wyoming Senate. The proposed legislation would include such stamps in a law relating to unfair business practices.

#### New MIB Memorandum Deals With Vermin Eradication

Use of sprays, aerosols and baits in the eradication of vermin is the subject of MIB Memorandum No. 214, dated January 25. The memorandum reads:

"Deodorized kerosene or other acceptable solvent solutions containing not more than 1 per cent of the fol-lowing insecticidal chemicals may be used in all departments of official establishments, provided exposed meats are first removed and the premises cleaned by thorough washing after completion of the application:

"Piperonyl butoxide, N-propyl isome, Sulfoxide, N-octyl dicycloheptene dicarboximide (MGK 264, etc.).

"These insecticides may be used in an aerosol bomb in solution containing up to 5 per cent of these chemicals, collectively or individually, under the same circumstances outlined above.

"The insecticidal chemical, malathion, in a suitable carrier, may be used around the outer premises and inedible products departments of official establishments. Its use in areas where exposed meat or product is handled is not acceptable because of the residual action which would make it difficult to protect exposed product from contamination with dead insects.

"The chemical, 2-pivalyl-1, 3 indandione (Pival, etc.), may be used as a rodent bait in official establishments under circumstances which absolutely assure no contact with product. Bait composed of foodstuff and this chemical may be left in rooms containing exposed meat provided the arrangement is suitable to the inspector in charge and the bait is finely divided and contained in substantial locked boxes securely affixed to the floor. The boxes should be constructed so as to prevent removal of the bait.

"Naturally, all measures necessary to exclude vermin from official establishments must be taken. Chemical controls should not be regarded as a substitute for such measures.'

#### Propose North Dakota Levy For Agricultural Research

A bill introduced in the North Dakota Legislature would create a special commission to promote agricultural research and would impose an agricultural tax to finance the pro-

Sponsored by Rep. C. J. Fristad of Norton County, the bill would levy an excise tax of one quarter of 1 per cent of the sales price of all agricultural products produced in the state.



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If your competitor is making and selling beautiful, uniform, 8-ounce packages of Pork Sausages produced on B.F.M.'s new ARO-MATIC MACHINE — at a saving of 12 to 15¢ a pound, it's going to hurt you right where it hurts worst!

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PLANT 15 good neighbor. Landscaped grounds have been planted with grass and are thoroughly policed.



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THE TEAM of Ralph, Henry, jr., and Edward Van Hoven confers on new plans for separate office building.

### **Brother Team Making Progress**







MODERN practices include accurate measurement of stabilizer, left, and anti-foam compound for inclusion in each charge.

### With New Rendering Ideas

HENEVER H. D. Van Hoven and his three sons, who manage Van Hoven Co., Inc., St. Paul, Minn., get together, they always have a good laugh over a standing joke. The elder Van Hoven, now in semi-retirement in Arizona, never fails to state that "it takes three boys to do a man's job."

While the remark is in jest, Van Hoven, sr., knows that his sons are doing three man-sized jobs. He has witnessed the unmistakable growth of the firm under the management of Ralph, president; Henry D., jr., vice president, and Edward, secretary-treasurer.

They have undertaken major modernization, placed their company among the most progressive of rendering houses and have explored the potentials for animal fats in feed and the use of stabilizers in fats and animal protein supplements.

The Van Hoven name is well known in the St. Paul area. In 1882 Grandfather Peter Van Hoven founded the company and in 1896 he moved it to its present site in New Brighton, a suburb about 20 miles from St. Paul. Offices of the firm are located in St. Paul.

The business was a side line for Peter, whose primary concern was politics. As a politician, Peter was one of the men who promoted New Brighton in the hopes that large packing-house interests would settle there. So certain were the promoters of success. that they built the large New Brighton stock yards. At the last minute, the packinghouse interests selected South St. Paul. The New Brighton stock-yards are now used by the railroads as a transfer point in handling feeder livestock.

When Henry, sr., assumed management of the firm, expansion was an economic impossibility. He guided the enterprise through the depression '30's and, at the end of World War

II, turned the business over to his three sons.

The youthful managers already have faced their share of problems, including a major fire, rebuilding, and the abysmal drop in tallow and grease prices.

Early in 1954 the brothers consulted with architects about an overall modernization program which would mechanize the firm's two cooker operations. However, they hardly had time to review the plans when a plant fire virtually reduced the plans to ashes. Ralph said it was only through the splendid cooperation of other New Brighton rendering plants that the firm was able to stay in business.

While the fire was a calamity which taxed the company's finances, it had a positive side. Ralph said the fire highlighted some pertinent facts about insurance.

Taken out when the plant was first built, the policies did not account for the appreciation in value which took place through the years from seemingly unimportant additions and machinery replacement and also through the shrinking purchasing power of the dollar.

Now, as a matter of policy, management reviews all insurance coverage once a year in terms of its ability to replace damaged equipment. Ralph also said that modern fireproof materials used in new construction have drastically lowered fire insurance costs. The savings possible in premiums virtually will pay for the new building during its normal depreciable life. The insurance dollar now will buy six times the coverage possible with the older wooden structure.

While the fire destroyed the walls and the ceiling of the old cook room, it did not damage any of the equipment. The new ceiling over the breakdown and the cook rooms has about 220 tons of steel-reinforced concrete which will provide adequate fire protection. Further, it will support some of the overhead conveyor materials handling equipment the firm plans to install in the near future.

Initial mechanization steps have been taken. During the past year a new breakdown room and office were added. Built of steel-reinforced concrete and cement blocks, the new building was designed with utility and appearance in mind.

Management felt there was no valid reason why a rendering plant could not be made attractive. At nominal cost it landscaped the area in front of the plant. Colorful enameled awnings were placed above the office windows.

The premises are policed rigidly for



PULLED BY WINCH from enclosed receiving dock, dead stock is skinned on butchering board prior to breakup into viscera and carcass meats.

cleanliness. No accumulation of unsightly collection drums mars the appearance of the building. Within the plant the inevitable collection drums are showered with hot water and stacked after each use. Jim Thomas, plant superintendent, takes pride in keeping his plant as neat as hot water and plenty of elbow grease can keep a rendering plant.

On the functional side, the breakup room has been equipped with two special receiving docks, each having aluminum slideaway doors. At truck height and flush with the truck body floor is the dead stock receiving door. With a power winch, also used in skinning, the dead stock is transferred quickly to the holding area directly adjacent to the breakup room. Collection trucks unload their material at a recessed dock within the plant

proper. The dock is in an area adjacent to the charging domes of the cookers. The loaded drums need be trucked manually only short distances.

In building the new breakup room the company decided to install ½-in. steel plating in front of the cooker domes. Thomas says this was done for two reasons: the ridged steel plate provides better footing in this area where the drums are moved about and unloaded; the falling drums have little effect on steel but they tended to break up the concrete floor. The spoke-shaped locking yoke of the cooker is used as an aid in unloading the drums which are braced between the two spokes and then upended.

Another simple precaution in the loading operation is the use of a burlap bag over the cover to prevent any meat material from falling onto the



RENDERER has own collection point at stock yards. Pickups are made by company employe with tractor at left. Winch in van at right pulls carcass up ramp, onto scale, and then into truck for delivery to the Van Hoven rendering establishment.

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PERTINENT accounting information needed for prompt payment is easily assembled on this special form.

cover gasket. The material would prevent the proper vapor proof seal and shorten the life of the gasket as it melted.

In operating the cooker, management has been in the forefront of technological progress. Under the direct guidance of Henry, jr., a graduate chemical engineer, it has played a significant share in helping to develop the "fats-in-feeds" market for the rendering industry. After working in cooperation with the American Meat Institute Foundation on laboratory feeding tests, Van Hoven secured what it believes to be the first sale of animal fats to a large animal feed miller.

The company made products available to the miller for original experimentation in feed blending. It also was successful in enlisting the cooperation of a local trucker in furnishing the plant with suitable tank truck transportation. Previously, all of the firm's greases and tallows moved by rail to the traditional outlets.

Another field in which the firm worked in conjunction with the AMIF was in the development of suitable stabilizers for animal fats. Working with its supplier, the manufacturer of Tenox, the renderer conducted many tests to determine the amount of stabilizer to be added and when it should be added. Although these questions still are subject to further investigation, Henry says they have decided to add Tenox R at the beginning of the cook.

The ratio at which the stabilizer is added is 1/10 of a lb. per ton of material. In actual operation, the cooker is charged with a blend of materials pre-scaled to give the charge the proper balance between the softshop fats the firm collects and tissue materials from its dead stock. A pre-filled paper container with the stabilizer is then added to the charge. The plant superintendent fills the paper container in advance so the workers

simply load the cooker and then pour the stabilizer into the cooker.

In addition to the stabilizer, the company also adds a predetermined amount of Dow's antifoam to each cooker charge. Henry says that in spite of good practices and close attention by the operator, the cooker normally foamed over several times a week. Since using the antifoam chemical, he said, foaming has been eliminated.

Using small paper cups of the type employed in restaurants for jam, the plant pre-weighs the antifoam per cooker charge at the rate of an ounce per 6,000 lbs. of raw materials. Not only does the antifoam eliminate the economic loss of fats that might escape down the hot well but it also ends the task of skimming the escaped greases from the well.

With aid of his technical training Henry has isolated the cause of the seemingly unaccountable fire, which he termed a one-in-a-million accident. The fire occurred early on a Sunday morning soon after the watchman from a protection agency pulled the



A. PODLASEK, renderer, demonstrates locking feature of new fireproof door.

box at the plant. A passing motorist noticed the fire and gave the alarm.

TOTAL .

There seemed to be no reason for the fire. The boiler fires were banked and the plant shut down. Henry found that the fire had started in some recently pressed cake material. He examined the cake chemically and determined that its raw material had been packinghouse trap grease. Investigating further, he discovered that cake from this material had a high combustible property.

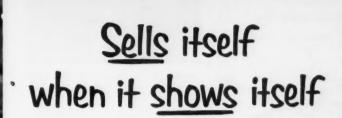
Management has since decided that if it renders this type of material the cake will be housed in an isolated building until it is ready to ship.

The grinding operation and product storage still are housed in an older part of the plant. Separating this older section from the new section is a Stremel fireproof door which has a meltable seal within its counterweight system. If the door should be left open inadvertently, the seal will melt when a specific temperature is reached. The door will then lock in a controlled pattern that permits lapping over of the abutting door sections. The door cannot be closed improperly. To be closed, it must overlap.

None of the major items of equipment were damaged by the fire. In rebuilding, the firm added a Whitson condensate return system in the boiler room. Thomas says the unit is trouble free as it has no moving parts. The condensate pumped from the cookers flows, under boiler steam pressure, to the collection tank of the system. When filled, a float opens a valve in the line leading to the boiler and closes the line from the cookers. The water returns by gravity to the boiler as the pressure between the collection tank and the boiler is equalized.

Power driven vent fans have been installed in the breakup room and the cook room to cool these rooms during the hot summer months.

Within the past year the three



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TAMPER-PROOF imprint of animal's weight is made by scale at collection point.

man-sized boys chalked up another achievement. They secured the dead stock contract at the South St. Paul yards and improved the record keeping procedure to a degree that won the commendation of insurance and stock yards officials.

The yards are located about 40 miles from the Van Hoven plant. To handle the business, the renderers constructed at the yards a scale house made from Butler prefabricated build-

ing materials.

Collections in the stock yard pens are under the supervision of A. T. Pennig, jr. Equipped with a tractor and a low-floor dead animal truck onto which the animals are pulled by a power winch, Pennig makes the rounds of the yards at specific intervals. When he collects the animals, he fills out the first of the record forms which have streamlined accounting procedure. On this form he enters the name of the commission firm to which the animal was consigned, the stock yard tag number of the animal, its type and color and the location at which it was picked up.

At the collection station, the tractor is backed up to the chute leading to the scale (see photo on page 47). Parked at the other end of the scale house is the firm's collection trailer which is equipped with a batteryoperated winch. Shackled animals are pulled onto the Fairbanks Morse scale. When the animal is on the scale, Pennig, with the aid of an RCA two-way communication system, calls out the essential information to the state scaler who enters it in his log and on an individual scale ticket. He then weighs the animal and places the scale ticket into the imprinting device which prints the weight directly on the ticket in an embossed, tamperproof manner. The animal is then winched into the trailer.

After each load Pennig gets his copy of the scale ticket from the state scaler and enters the data on a



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FLEET OF enclosed trucks is used for city pickup of meat scrap in St. Paul area.

second form which contains facts as to commission firm, scale ticket number, weight, etc. (see cut on page 48). At the end of each day this form, made out in quadruplicate, is distributed. One copy goes to the stock yards company, one to the Van Hoven office, one to the insurance office at the stock yards and one is filed at the collection station.

Edward, who is in charge of the collection point operations, said these simple accounting records have enabled the firm to pay the commission firms the same day. Similarly, the insurance firms can settle with their clients quickly. The promptness with which the dead animals are accounted for pleases the stock yard company officials. They can, in turn, give a prompt accounting to producers, making for good customer relations throughout the marketing cycle.

Edward also manages the firm's collection fleet. For sanitary purposes and good will in public relations, the trucks are all enclosed. He said the firm has an order for a new, all-aluminum body which not only will enhance the appearance of the vehicles but permit a greater payload. Trucks are replaced in a staggered pattern over a four-year cycle.

The youthful team of Van Hovens has ideas for future growth. Plans for building a more permanent collection point within the stock yards, a central garage and an office building are scheduled for the near future. Currently, the plant and collection point are equi-distant from the office, which is located in a downtown office building. Ralph said the proposed building would permit a better and more economical dispatching of collection trucks servicing the St. Paul area and lessen travel time between plants and office.

As volume warrants, the plant will undergo its transformation. The fire only slowed the three boys down. They now are getting their second wind.

50

#### Hold Corn Syrup to 2% of Sausage Mix, MIB Says

The Meat Inspection Branch has issued MIB Memorandum No. 215, dated January 27, on the use of "ap-proved sugars" in certain meat food products. The memorandum reads:

'The reference to 'approved sugars' in paragraph 18.7(b) of the Meat Inspection Regulations, as amended, includes sucrose (cane or beet sugar), maple sugar, dextrose, invert sugar, honey, corn syrup solids and corn syrup.

"Corn syrup solids or corn syrup may be used individually or collectively in an amount not to exceed 2 per cent of all the ingredients used in preparing such meat food products as sausage, hamburger, meat loaf, luncheon meat, chopped ham, pressed ham and the like. No limit is being placed on the amount used of the other approved sugars since their greater sweetening quality is effectively self-regulating.

"This memorandum supersedes Meat Inspection Branch Memorandum No. 210, dated November 18, 1954, and becomes effective immedi-

#### Plan Prepared to Develop Venezuelan Meat Industry

A three-step plan to develop the cattle industry in Venezuela and improve the present distribution of meat has been prepared by the Rural Welfare Council in that country at the request of the Ministry of Agriculture and Livestock.

A Technical Division would be created to deal with all cattle and meat problems and enact the regulations to be established. Next, public cattle markets would be established in strategic sections of the country. The third step would call for the extension of credit to encourage the building of plants utilizing meat byproducts. No action will be taken until after a livestock census.

#### State Inspection Law Urged

Adoption of a Minnesota law requiring inspection and licensing of animal and poultry slaughtering houses that are not federally inspected was recommended recently by a state legislative interim commission on livestock and dairy products.

The commission, headed by Sena-

tor John M. Zwach of Walnut Grove, also recommended the appropriation of "adequate funds" to continue and further extend the brucellosis control program initiated in Minnesota in 1939.



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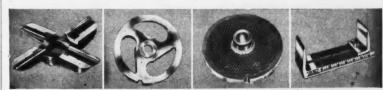
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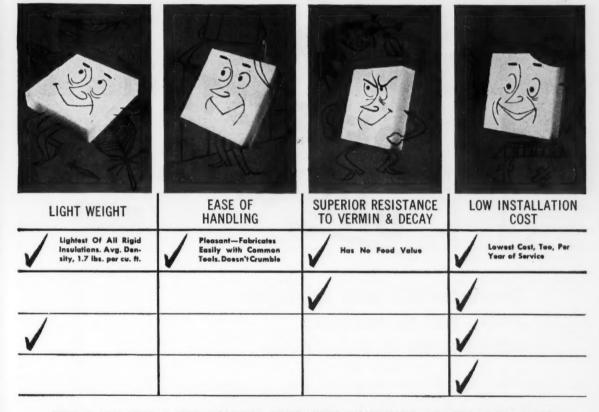
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The freezer of the Bronx station being constructed. This self-supporting partition separates the boning room and freezer from the cooler. The insulation contractor was A. B. Schreckinger & Sons, New York City. Styrofoam was used on the wills and ceiling as well as on the floor.



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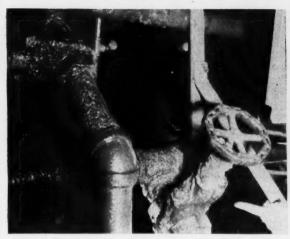
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"Before" and "After" photograph showing Oakite Rustripper's reconditioning action.



Technical Service Representatives in Principal Cities of U. S. and Canada

#### **Operations**



BRINE PIPES and valves on hog cooler spray deck are severely pitted and corroded. Sprays can be seen in operation.



CLOSEUP of badly deteriorated coils removed from unit shown in photo bolow. Brine had been untreated.

#### How To Reduce Corrosion in Brine Systems

By H. NYE JOSLEYN

EXCESSIVE corrosion of metal by brine used about the plant for refrigeration purposes is sometimes so common as to be accepted as a necessary evil. Brine systems often deteriorate at extremely fast rates. The evidence turns up in partially concealed high production costs, in improper cooling and in short life of expensive equipment.

A knowledge of why corrosion occurs and facts about preventive action can go far in saving many millions of wasted dollars every year.

When portions of unit coolers, brine pumps, pipes, coils or other parts begin to deteriorate or fail prematurely in their normal functions it is a good bet that unwarranted conditions prevail. Early replacement of dilapidated parts or an accumulating loss of refrigerating capacity rapidly will build excessive operating costs. Many records in scattered plants show that too frequently brine pumps have to be replaced after only one year of operation, unit coolers repaired after three to four years and pipes changed in four to five years.

Corrosion in unit coolers may clog or weaken fan blades, plug baffles and obstruct air flow through coils. Rust on pipe coils can cut down the refrigeration capacity more than 50 per cent. The inner parts of pump casings may become soft and porous because of electrolytic action. In less than a year the interiors of pump casings and rotors have been observed to be so softened that they could be cut with a knife to a depth of from 1/8 to 3/16 in.

While galvanizing certain parts may be accepted as a partial solution, it is not always possible or as effective as anticipated. Zinc coating is not entirely passive to the chemical action of strong brine. It is also subject to cracking, flaking, crushing or other damage in handling and fitting into place. Any small imperfec-



UNIT COOLER being inspected for excessive corrosion. Outside, made of stainless steel, shows little wear. Interior, of galvanized and black iron, shows severe corrosion (see top right photograph).

tion in the galvanizing allows brine to creep under the coating and cause serious deterioration. Recent attempts to use stainless steel have proven more effective but have been retarded because of the high costs of the metal and the difficulties of fabrication.

Because brine used for refrigeration is so severely corrosive to metals it is practical to treat the brine at moderate cost. Treatment consists of two major steps:

 Control of electrolytic action.
 Depositing a protective film on the metal.

The amount of treatment depends upon the volume of the brine in the system, the quantity of salt in solution, and the intensity measurement of acidity or alkalinity.

Tests and application of brine treatment do not necessarily need the services of a qualified chemist though such help may be valuable in setting up initial procedures. Maintenance is not beyond the scope of an operating engineer or his helper who can be readily trained in this work. Most important is conscientious care in making tests and in application of the treatment.

Brine used about the plant for refrigeration is normally kept at a salometer reading of between 65 and 85 according to individual requirements to prevent freezing or control humidity. Because the stronger the brine the greater its affinity to absorb moisture from the air, lower salometer readings are considered more economical. Following references are to sodium brine only. Calcium brine for use in meat packing plants is likely to be disapproved by MIB inspectors.

#### Theory of Corrosion

Electrolytic action is closely allied with direct chemical action upon metals subject to brine corrosion. The electrolytic theory is based upon principles similar to those in a storage battery. The plates are the metals of the brine system which invariably differ, however slightly in metallic composition, to form negative and positive poles. The brine solution is a conductor of electricity like the dilute acid in the battery. When two pieces of metal are inserted in a liquid that will conduct electricity, a chemical action takes place which creates electricity and deteriorates the metal. This is true in brine systems even when the metals are of an apparently similar composition.

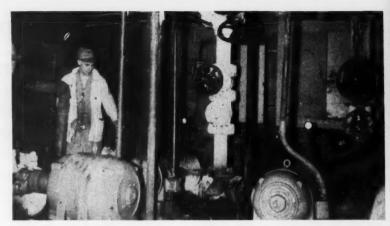
Excessive acidity or alkalinity are controlling factors in the speed of corrosion. Besides causing electrolytic action, acidity has a very noticeable effect upon iron while too great an alkalinity causes severe pitting in iron, steel and zinc. While the pure metals used in laboratory tests do not always bear this out, field tests of the more impure metals used in industry show

a very definite reaction.

Control of corrosion caused by brine used in refrigeration is accomplished by neutralizing the solution to prevent electrolytic action and by providing a protective film on the surface of the metal. Some metals, like stainless steel and aluminum, normally build up a protective layer of oxide that tends to protect the base metal from further corrosion from moist air and weak solutions but not from strong brine or electrolytic deteriora-tion. The oxides of iron (rust) are readily soluble in moist air or weak chemical solutions. In brine control an effective protective film is built up on the exposed metal while at the same time the brine is also treated to insure a neutral solution to retard or eliminate harmful electric or chemical action.

#### Control of pH

Besides the salometer measurement of the amount of salt in the brine there is also the hydrogen ion or pH measurement of the intensity of the acidity or alkalinity. When the pH value is 7.0, a neutral condition exists. The solution is neither alkaline or acid. Higher readings indicate a greater intensity of alkalinity, lower



BECAUSE of electrolytic action, some parts of these brine pumps that serve spray decks and unit coolers had to be replaced after only one year of service.

readings indicate a greater intensity of acidity. The brine should never be on the acid side and, if there is galvanized metal in the system, should not be very alkaline. A preferred range for practical purposes is from 7.5 to 8.0. Tests for pH values are explained later,

To bring the brine from the acid side up to 7.0, an accepted way is to add caustic soda to the mixing tank in small amounts at 2 to 3 hour intervals. Alternate pH readings are taken until the brine attains the desired proportion. Where the pH shows the brine to be definitely alkaline or higher than 8.0, small amounts of muriatic acid, diluted 3 to 1 with water, may be poured in the mixing tank ahead of the agitator to lower the reading. In place of the acid a milder acid reaction is given by bubbling carbon dioxide gas into the mixing tank or by means of a chamber containing the gas through which the brine is sprayed. Tests should not be taken until enough time has elapsed to assure sufficient absorption and distribution throughout all of the brine.

Changes in pH values can readily be brought about inadvertently by absorption of air, moisture or fumes and more abruptly by an ammonia leak in the cooling coils or by use of old contaminated salt from the curing cellar. If not regularly tested, brine may very rapidly become of a severely corrosive nature.

#### Retarding Corrosion By Protective Films

The presence of chromate in the brine gives a maximum protection against corrosion by building up a shielding film on the metal surfaces. Chromate can be introduced by the more popular crystalline sodium dichromate or by the stronger chromic acid. Because of its acid reaction chromate should be added to the brine before adjusting the pH. Brine showing less than 7.5 is raised near that point before the chromate treatment. Standard initial treatment is 200 lbs. of sodium dichromate to 1,000 cu. ft. of the sodium brine. When chromic acid is used the primary treatment is 6 lbs. of the acid to 1,000 cu, ft. of brine.

Chromate treated brine does not need to be renewed except that new or make-up brine should be equally

Quantity of Sodium Dichromate to Maintain Initial Concentration

	Lbs. of Sodium Dichro-
at 59° F.	mate per 100 lbs. of
	Sait (NaC1)
60.0	1.79
64.0	1.67
68.0	1.59
71.7	1.47
75.2	1.39
79.1	1.32
82.8	1.24
86.8	1.18

treated to maintain 10 to 20 parts per million. Because full chromic treatment colors the brine slightly a sample taken and stored away at the time of the first measured treatment is valuable for later comparison. The use of chromates to inhibit brine dates back in laboratory and field tests for over one hundred years.

As an alternate to the chromate treatment, sodium silicate (water glass) is sometimes used, mixed 50 to 100 lbs. of silicate to 1,000 cu. ft. of brine. One gallon of the silicate is diluted with 9 gals. of water and, after being heated to about 200° F., is poured slowly into the brine ahead of the agitator. After about two weeks

(Continued on page 80)

The GLOBE

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VISCERA INSPECTION TABLE INCREASES PRODUCTION... STREAMLINES OPERATIONS

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The Globe beef and calf viscera inspection table complements any plant modernization program wherever carcasses are to be transferred on a moving chain conveyor. New design and construction have simplified cleaning and have improved appearance. New frame design has eliminated excess number of legs used on many types of conveyor tables. A full range of sizes are available to fit into any scheme of installation, efficient sterilizing chamber is furnished, chain and framework is galvanized, and flights are of gleaming stainless steel for extra sanitary precaution. Get Globe's complete story on this and other types of tables for all meat packing operations today. Your Globe salesman will be glad to discuss your individual problems and our engineering department will work out any technical difficulties you may have.

40 YEARS SERVING THE MEAT PACKING INDUSTRY WITH EXPERTLY DESIGNED EQUIPMENT

HICAGO 9, ILLINOIS

# Canco's '55 campaign ... sellingou

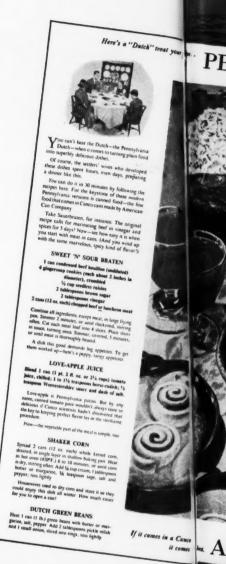
At your right is a reproduction of the ad featuring the mouth-watering Pennsylvania Dutch Dinner. It's the opening ad in Canco's spectacular 1955 consumer advertising campaign . . . a campaign that promises to be even more strikingly effective this year than it was in 1954!

Pennsylvania Dutch Dinner will appear in full color on two pages in the February 14th issue of Life, and the February McCall's and Good Housekeeping. That means a potential audience of 47,700,000 will have their appetites whetted by tempting recipes that call for a variety of canned foods.

This is an opportunity for you! See that your brands are highlighted-priced attractively and displayed prominently in your retail outlets.

With Pennsylvania Dutch Dinner, we continue in '55 what we started in '54 . . . to create a buying urge and help build the prestige of all canned foods and beverages. This means, again this year, profits for you ... if you cash in on it!





#### FREE!

Mats or photographs for newspaper advertising . . .

To help YOU get YOUR brand featured in food retailers' newspaper ads, Canco has mats for the main illustration of this Pennsylvania Dutch Dinner ad (2 col. 65 screen) for any tie-in program you may work out with your retailers. A mat or photograph will be sent FREE direct to any retailer planning such a promotion. Requests should be addressed to: American Can Company, Sales Promotion Division, 100 Park Avenue, New York 17, New York.

Go first to the people who are first!



AMERICAN CAN COMPANY San Francisco; Hamilton, Canada

## ngour products to all America!



ests



Marcus Feldman and son, Stanley, view with approval new photos of plant which salesmen use as sales aid.

Feldman and Lester Simner, sales manager, listen to playback of recording made during sales meeting

### Sight and Sound Spark Purveyor's Sales Program

A N UNUSUAL gift that looked like a white elephant turned out to be an important management tool for Marcus A. Feldman, president of Rueckert Meat Co., St. Louis.

When Feldman's employes presented him with a tape recorder last Christmas, he was genuinely grateful, but puzzled as to the gift's utility. Today, Feldman states he wouldn't part with the recorder for anything. His reasons are both sentimental and practical.

The machine is used to record sales meetings, to record negotiations with major suppliers or buyers and to record management confabs. It is a tool that has helped improve selling techniques, Feldman declares.

The recorder first was used when Feldman's son, Stanley, the firm's vice president, left town on business.

While he was away three important meetings took place. Normally, he would have had to be briefed on the meetings by someone when he returned.

Such word-of-mouth information as to what took place might be colored or incomplete. Mutually available time would have to be arranged for Stanley and the narrator. Since three meetings took place during Stanley's absence, the chances were good that he would have heard a milked down version of each.

The tape recorder proved the solution to the problem. Not only did Stanely hear the complete proceedings of the meetings, but he played them back at his own convenience.

When listening to the recorder, normal interruptions, such as telephone calls, can be handled easily. The recorder is stopped and then started again. There is no second party marking time during the call.

The firm found the tape recorder an effective aid in helping to program sales meetings. Marcus says that sales personnel are assigned specific topics which they must present. The fact that what they are going to say will be recorded motivates them to do their best. Further, talking into the microphone helps improve the speaking technique of the salesmen. The difference in delivery style between the first recording and about the sixth recording makes one wonder if it is the same individual speaking, Marcus relates.

The recording technique tends also to foster a greater degree of mental versatility. Salesmen find themselves stating a problem at the beginning of the meeting and providing an answer to their question later, in logical, convincing sequence.

One salesman wondered verbally if it paid to make a delivery to a customer who ordered only 10 lbs. of the firm's specialty, St. Louis steak. Recorded discussion soon established that even if the firm increased the price to the customer by 10c a lb., the sale still would be unprofitable. The company estimates the cost of handling an order within the plant to be \$1.

Before the meeting ended, the salesman was advancing the sound sales policy that accounts have to be judged in terms of their potential profit and customer cooperation.

Obviously, if the 10-lb. order were only a small part of the total volume of the account, the account should have been serviced, with efforts made to expand total sales to the customer.

In recording this meeting, Marcus told of his efforts to educate the various institutional customers about the cost of making deliveries. Late one Friday afternoon he received a phone call for 20 lbs. of club steaks. He told the customer that the product desired was available and the butchers would prepare the meats in portion sizes provided the customer would pick up the order. The customer agreed. It took the customer over 30 minutes to reach the Feldman plant. By thus exposing the buyer to the problems of making a delivery, Marcus converted him to the policy of consolidating his orders.

Another recording reveals that one



Daniels TRI-PAK is the original unit assembled multiple sheet wrap, three sheets attached at one edge to make triple wrapping a single operation - and a single inventory.

TRI-PAK, with superb design and printing, Daniels style, gives you a distinct sales advantage in the food markets.

DUO-PAK, another Daniels unit assembled wrap is available without the center cushion.

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- Outside sheet of Paquatuf, a white, tough greaseproof paper, the ideal background for your logo and other information.
- The middle sheet is Dan-D-Sorb, absorbent center cushion, for added shape and protection.
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There is a DANIELS product to fit your needs, printed in sheets and rolls ... transparent glassine • snowdrift glassine • superkleer transparent glassine • lard pak • bacon pak • ham pak grease-proof • sylvania cellophane • laminated papers • special "Heat-Seal" papers.

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Model 30300	
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of the salesmen was concerned about a good customer who stopped ordering when the firm refused to make a second delivery on Christmas Eve. Although the company announced in advance that it would deliver only once on that day, the customer called at noon for another delivery. The order was politely refused.

Marcus pacified the salesman by telling him the customer would reorder because the firm provided the type of product and service he wanted. The prediction proved right. Two weeks later the customer ordered

again.

In another of the recorded sales meetings the problem of payments was discussed. The speakers agreed that slowness in making payments was in itself not a sign of a bad credit risk. Some people always are slow in making payments. The risk lies with the account that once paid after ten days but then slipped two and perhaps three weeks behind. Slipping out of a payment pattern is a danger signal that the customer doesn't have the cash to follow his payment routine.

Not only does the recording technique bring about a mutual exchange of selling experiences and expose the sales force to some of managements' problems, but it has the advantage of permanence. Various members of the sales staff can play back any tape whenever they desire better to understand a specific problem of selling. Marcus observes that selling is a science which can be learned. Tape recordings permit the beginner to profit from the experience of the successful salesmen.

Another modern selling aid used by the plant is a kit with a viewer and three-dimensional photos of the firm's operations. Stanley states that a salesman who calls on a new customer might be dismissed as another fly-by-night operator. If he can show the customer the interior of the firm's beef coolers, its cutting rooms and its own sausage kitchen in which product is made specifically for the institutional user, he has a chance of overcoming sales resistance.

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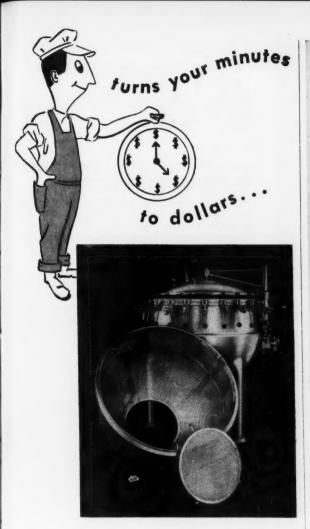
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The salesman must use discretion in deciding to whom and when to show the pictures.

Marcus states that the plant is always kept in top condition. Any potential customer who views the photos is welcome also to see the plant itself. Once a year the plant is repainted with Damptex. The firm uses paint which permits application without removing meat from the coolers. As long as the meat is removed from the rails close to the walls, painting can be done in a room full of beef quarters, Marcus asserts.



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Cut minutes off production time, and you have dollars and cents saved in lower unit costs. The new Hamilton Style PC Pressure Cooker is built for speed to save you those dollars.

For faster heat-up it has a full "super jacket" which heats the entire hemisphere of extra large inner bowl. And the steam jacket is equipped with a new, specially designed steam spreader to give quick-heating efficiency to your cooking process.

In addition to fast processing the Hamilton PC Pressure Cooker also has many sanitary features, including highly polished stainless steel surfaces, tubular legs with smooth and rounded kettle-sockets, and adjustable, vermin-repellent floor flanges.

Available in capacities of 30-250 gallons, the pressure cooker is designed for internal kettle pressures to 15 psi and steam pressures in jacket to 90 psi.

FREE Hamilton Data Sheet H-12. Write Dept. U.



MGINITON copper and brass works



# For Flavor that freezing won't kill ... Use Natural Spices

The freezing of sausages has been assuming a bigger role in the industry each year. Yet sausage is one of the most difficult meats to freeze and hold in storage for more than a few months. On prolonged storage, the fresh, pink color of the meat changes to grey. At the same time a stale odor and flavor develops. Rancidity quickly follows, making the sausage inedible.

Extensive tests at the Georgia Experiment Station have shown that Natural Spices retain their flavor well under prolonged storage. With their built-in antioxidants, they actually improve the keeping qualities of sausage. Natural Spices give you unparalleled flavor—with antioxidant value thrown in as Mother Nature's bonus.



.. You Can't Improve on Nature

American Spice Trade Association





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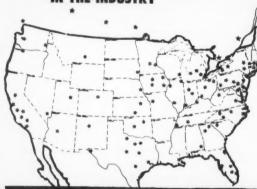
#### MODEL "RL" FITS NEW TREND IN TRUCKING INDUSTRY

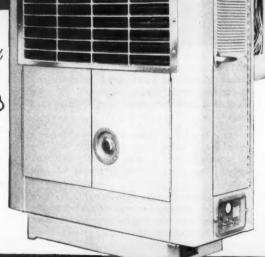
To gain maximum payload within allowable length limits, the trucking industry is adopting cab-overengine tractors and longer trailers. The new Model RL was designed for installation well within the remaining space between tractor and trailer.

#### EASY TO SERVICE

Engine, compressor, and controls-the parts that require routine attention-have been brought down to an easy-to-reach level. Doors at front and side provide easy access to these parts.

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Please send complete information on the new Thermo King Model RL trailer refrigeration unit.

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#### Expert Reviews Current Status of Refrigeration Equipment in the Meat Processing Industry

Significant developments in the refrigeration field in recent years which aid the meat packing industry in lowering costs and improving product control were reviewed by H. B. Howe, president of Howe Ice Machine Co. of Chicago, at the convention of the National Association of Practical Refrigeration Engineers.

"Just a few years ago," Howe told the group, "the average packing plant operated slow-speed, steam-driven equipment and coolers were piped with brine coils or brine spray decks, all handled from a central brine cooling system. Temperature variation was considerable in the various rooms, depending upon product load. This was generally accepted as a necessary evil. No attempt was made to control humidity or circulation. Today the central brine system is just as obsolete as a Model "T" Ford.

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'The first step on the road to improvement was to install brine spray floor type unit coolers in each room. This gave us automatic temperature control in each cooler of the plant and with properly engineered ducts, we were able to secure better air distribution. There were certain objections to this type of equipment in that we had to add salt each day to maintain brine density and the saltladen air caused considerable loss of bloom or color on the meat products. The maintenance cost of the cooler, due to rapid corrosion of rails and hangers, was an unnecessary item of expense. Last, but not least, the unit cooler occupied considerable floor space, value of which has increased 400 per cent during the past 20 years.

#### **Ceiling Units Popular**

"With the exception of a few of our very large and very old plants, all packers now operate direct expansion ammonia with individual automatic control in each room; automatic humidity control in rooms where close control of product is necessary, and uniform air circulation, regardless of whether we are on the operating or off-cycle of the refrigeration system.

"A large number of meat packers—1600 plants—have standardized on a popular ceiling type of unit. More than 15,000 of these Gebhardt circulators are in use. Installed at the ceiling, these stainless steel units require no duct work and operate with the simplest type of controls; namely, a thermo valve and a liquid solenoid and thermostat for the entire group of units in a given cooler. Defrosting is automatic, without the need of con-

trols, and is engineered into the installation. These units are direct-expansion; in 95 per cent of the plants the refrigerant is ammonia.

"Let us step out of the coolers into the engine room of the modern packing plant where we will find a group of two, three or more compressors of modern design. Instead of one or two large compressors, we will find two or more units depending, of course, upon the size of the plant operation. These compressors will vary in capacity from 10 to 50 tons and are driven by V-belts from a high torque automatic start type motor. During the peak load period of the day, all of the compressors are in service and are kept in operation with suction pressure controls. As the cooling load drops off, one or more compressors will stop and keep only enough compressor capacity on the line to maintain efficient operation.

"The balance of the high pressure side, such as condensers, whether it is horizontal shell and tube type with cooling tower, evaporative type or atmospheric type, are also operated automatically to control water-blow-

ers, fans and pumps.

More and more meat packers are building large freezers and freezer storage due to the demand for frozen boned meat and processed steak, patties, etc. Here is a job for a booster compressor, which not only saves power, but eases the wear and tear on all compressor equipment. In considering the installation of a booster compressor, you have a choice of the rotary high-speed V and the VW reciprocating type, also highspeed, as well as the more conventional multiple cylinder medium-speed vertical type. The present day design of booster compressors, like the standard line of reciprocating units, incorporates crankshaft seals of the non-adjusting type; pressure lubrication and automatic unloaders. All this means that we can easily and safely handle any type of plant balance without complication.

"Oil failure pressure switches protect the compressors from damage. A comparative new arrival in the refrigeration plant installation is an automatic, inexpensive liquid return unit. I do not refer to the familiar liquid pump, with its high initial cost and high maintenance cost, but to a transfer device that traps all excess liquid on the suction return to the compressor and automatically transfers the trapped liquid back to the evaporators by means of high-pres-

sure gas. It is simple in design and nearly fool-proof in operation. A device of this type is a "must" on low temperature plants where high speed compressors are used. It not only increases the efficiency of all evaporators by over-feeding, but keeping liquid out of the compressor results in more efficient operation and certainly saves many a headache for the operating engineer.

"Blast freezers with heavy duty fincoils and thermo-valve control, can show maximum efficiency because permissible over-feeding the coil is perfectly safe with an automatic liquid return unit, and hot gas automatic defrost complete the cycle for a perfect operating, fool-proof, low temperature job with one or more large freezers. Another change in freezer storage design is the use of the heavy duty gravity type fin coil, which occupies much less space than the conventional pipe coil and is much more readily defrosted with hot gas."

#### Columbus Meeting Feb. 9 On City Inspection Fees

The city council, board of health and meat packers in Columbus, Ohio, are scheduled to meet at 7:30 p.m. Wednesday, February 9, to work out the problem of adjusting meat inspection fees.

Councilmen say the fees can be reduced without affecting the type of inspection rendered by board of health inspectors. Board members contend they don't care how the money is provided for inspection but that \$85,000 to \$90,000 is required to do the job.

The city's largest home-owned plant, David Davies, Inc., may move if the fees aren't reduced, according to Councilman Roland A. Sedgwick.

#### Oil Chemists to Meet

The 46th annual spring meeting of the American Oil Chemists' Society, Chicago, will be held in New Orleans April 18-20. Chairman of the meeting will be R. M. Persell of the Southern Regional Research Laboratory, New Orleans. T. H. Hopper of the same laboratory is program chairman.

#### **Tennessee Poultry Bill**

A bill introduced in the Tennessee Legislature would bring poultry slaughterhouses under the same law and regulations covering livestock slaughterhouses. The poultry plants would have to meet minimum sanitation requirements and pay an annual inspection fee of \$10.



A CORRUGATED floor display for frozen and refrigerated foods has been designed and produced for Swift & Company, Chicago, by the specialty division of Container Corporation of America, Chicago. Developed primarily for two-day weekend promotions in supermarkets, the display is low cost and knocks down flat for easy handling. An aluminum foil lining, double wall corrugated pads and a dead air space provide insulation. The unit uses dry ice for frozen foods.



PORK SAUSAGE of Wilson & Co., Inc., Chicago, is linked with Pillsbury Hot Roll Mix in a large-scale national promotion for home made pizza, which broke February 2 over CBS TV and radio networks. Double page spread in full color also is scheduled for Life magazine February 14 to promote preparation of Italian dish in home kitchens.



POLYETHYLENE BAG recently was adopted by Peters Packing Co., McKeesport, Pa., for packaging firm's hot sausage, pork sausage and souse. Material was chosen primarily for its easy handling during plant operations. Previously a cellophane bag was used. All three new packages are family designed. They are printed in red, yellow and blue and beer company's logo-type. Designer and supplier is Milprint, Inc., Milwaukee.

#### Merchandising

#### Armour Introduces Bacon Package of Maroon, Gold

A distinctively new sliced bacon package that frames a "picture window" of fresh bacon slices against a rich background of deep maroon and gold has been introduced by Armour and Company in Chicago, Miami and several other markets.

The new wrapper, an airtight pouch, is being used to package Armour Star Vacuum Packed sliced bacon. Printed in six colors, the new package features a lifelike reproduction of cooked bacon slices on the front, and five illustrated menu suggestions on the reverse side.

The Raymond Loewy designed package, while retaining the familiar Armour trade-mark, is a clear departure in styling from other bacon packages in the Armour line.

"We wanted a package that would reflect visually the ultimate in bacon quality," explained H. C. Allen, Armour bacon sales manager.

#### Selling Sausage-In-Sauce

Latest addition to the line of Italian-style food products made by V. La Rosa & Sons, Inc., Brooklyn, is sausage links in sauce, packed in a 15½-oz. can. TV spot announcements, radio and car cards are being used to promote the new product, which retails for about 50c.



NEW PRINTED cellophane wrapper has been adopted by Schaaf Sausage Co., Milwaukee, for sausage distributed in self-service stores. Predominantly red and yellow, accented with black, the new wrapper is designed with diagonal ruling and plays up Schaaf name and "smoke roasted" slogan. One wrapper is slugged with word "wieners" while the other has room for pressure sensitive labels identifying variety of meat products. Milprint, Inc., Milwaukee, is the supplier.

#### Editors Get Advance Taste Of 'August Sandwich Time'

A dozen food trade associations, including the American Meat Institute, staged an appetizing advance send-off for "August is Sandwich Time," national sandwich month promotion, at a recent two-day meeting at the Gotham Hotel in New York City.

Top food editors, writers and advertising-merchandising executives attended the sessions, which featured an "invent-it-yourself" super-smorgasbord sandwich sampler buffet. The buffet tables extended 84 ft. and held more than 200 fillings, including 26 varieties of sausage and canned meats, along with 50 different kinds of bread. Total number of possible sandwich combinations from the offering was computed by a statistician as 285,074,000 two-deckers or 69,655,000 three-deckers.

Mrs. Monica Clark represented the American Meat Institute. During last year's "National Sandwich Month," meat packers increased canned luncheon meat production by more than 2,000,000 lbs., she reported. The Wheat Flour Institute, Chicago, is the coordinating agency for the promotion.

#### Excelsior Warming up Area For Frosted Meat Products

An insulated shopping bag premium and a weekly half hour of Liberace will be used by Excelsior Quick Frosted Meat Products, Inc., Long Island City, N. Y., to promote its products in the Buffalo market, the company announced at a cocktail party for Buffalo area store personnel and distributors.

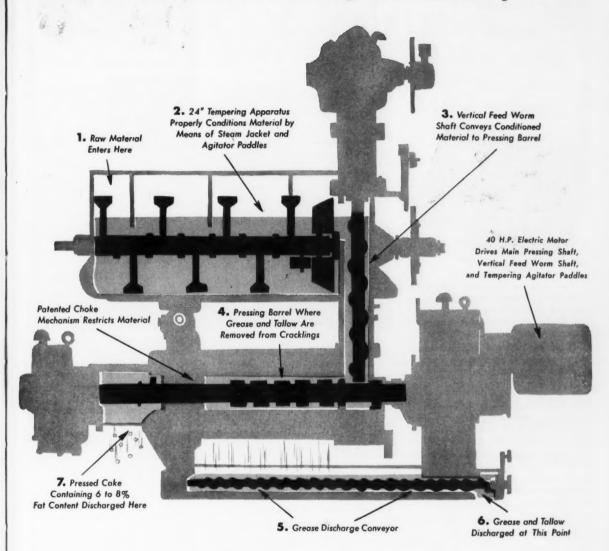
Excelsior is sponsoring Liberace's Sunday night program over station WGR-TV in Buffalo. The premium, a Thermo-Keep fibre glass insulated shopping bag suitable for carrying frozen foods, is offered to customers for \$1 and the label from any Excelsior frosted meat package.

#### Deviled Ham Being Pushed As Main Dish for Meal

A variety of uses for deviled ham, heretofore promoted mainly as a snack item, is being emphasized by William Underwood Co., Watertown, Mass., in the firm's 1955 advertising campaign.

The company has introduced a 4½-oz. family-size can of deviled

# Here's How the Cost-Reducing EXPELLER\*Operates



# Simple, Sure Operation Assures Long Trouble-Free Service!

• Although Anderson Crackling Expellers produce tallow, grease and cracklings with greater efficiency and at lower cost than any other equipment, their simple, sure operation assures the user years of trouble-free service. Any workman

can operate the machine, and once started, they run almost entirely automatically. Enjoy these cost-cutting benefits now being received by the owners of hundreds of Expellers. Write today for full particulars.

\*Duo Crackling Expeller model shown. T. M. Reg. in U. S. Pat. Off.

WESTERN MEAT PACKERS! STOP IN AT ANDERSON BOOTH #62, SHERATON PALACE HOTEL, SAN FRANCISCO, FEBRUARY 16-18



## THE V. D. ANDERSON CO.

1956 WEST 96th STREET . CLEVELAND 2, OHIO

Subsidiary of Chesapeake Industries, Inc.

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Now, you can give your bacon the rich, deep-grained flavor always associated with slow curing — but you can do it the new, quick way with Custom Complete Bacon Cures.

Carefully blended and balanced, these wonderful cures make a world of difference where it counts most—right in the customer's frying pan. That's when the tantalizing, mouthwatering aroma is at its finest... when the appetizing, crisp appearance really sells the customer on your brand.

Equally important, Custom Complete Bacon Cures make a big difference when bacon is still in the showcase — because its full color and firm texture give it real takehome appeal. What's more, all Custom cures are specially compounded to prevent fading and hold flavor longer.

Write us today and have your Custom Field Man call to tell you about regular or special cures blended to your specifications.

We're looking forward to seeing you! W.S.M.P.A. Convention, San Francisco. Suite 2107-09, Sheraton Palace Hotel.



ham, and is featuring the product for main dishes, such as deviled ham with eggs, cheese, rice or macaroni. "Glorify Plain Foods" is the theme of the new ads, which carry a free recipe booklet offer.

Underwood will continue to market its 2¼-oz. can. Batten, Barton, Durstine & Osborn is the advertising agency.

#### Compass Premium Sends Sales in Right Direction

Sales of the Valley Farm "Toasted Porkies" of Reimer's Meat Products, Inc., Green Bay, Wis., increased 40 per cent after the company began inserting a western-style compass in each 1-lb. package, according to Dick Schibly, advertising manager.

The premium offer was advertised on television and through store posters inviting boys and girls to "Be a Valley Farm Trail Blazer." Oppenheimer Casing Co., Chicago, suggested the compass idea to promote the natural casing product.

#### Merkel Gives Employes Product Praise That Plays

Merkel, Inc., Jamaica, N. Y., has inaugurated a novel practice to keep its personnel up-to-date on Merkel advertising activities. The company presented microgroove recordings of its new musical jingle to more than I,000 employes to play for their families and friends.

On the paper sleeve of each record is a printed listing of the seven New York radio and television stations and the 18 personalities who are promoting Merkel products.

#### Visking Corp. to Sponsor Second Snapshot Contest

A nationwide snapshot contest similar to the one conducted last year will be sponsored again this year by the Visking Corp., Chicago, to promote the sale of skinless frankfurters and smoked link sausage, Henry A. Lotka, Visking sales manager, announced.

The contest will open on May 1 and close on June 15.

#### **Washington Food Show Set**

"Let's Eat" will be the theme of an educational food exposition to be staged November 12-20 at the National Guard Armory, Washington, D. C. Food manufacturers, processors, packagers and distributors will be invited to exhibit, according to the producer, Washington Food Show Corp.



"DON'T FEED JUST Half a Dog" is the theme of the 1955 Ideal Dog Food advertising campaign of Wilson & Co., Inc., Chicago. National magazines, Sunday supplements and daily newspapers are the major media. Pointing out that two of every three dogs are known to suffer from faulty nutrition, ads say that Ideal supplies all the proteins, vitamins and nutrients of a complete seven-course meal.

#### Louisiana Trade Mark Law Revisions Noted

Notices have been sent out by the corporation division of the Louisiana secretary of state's office warning that most of the 6,600 trade marks and trade names which have been registered in the state during the past half-century will lose their legal protection next mid-summer unless they are renewed.

A revision of the Louisiana trade mark law, enacted last year, set a July 28, 1955, deadline for all trade marks which were registered more

than ten years ago.

The Louisiana trade mark law dates back to 1898 and, so far as could be determined, its first amendments were made last year by the simple expedient of repealing the old law in its entirety and rewriting it under the same section number of the revised statutes. The life of the registration, which under the old law extended for the life of the owner or owning corporation, has been shortened to ten years and the registration fee was raised from \$1 to \$10 by the new legislation.

#### New Research on Research

"How Marketing Research Helps Small Manufacturers" is the title of a new leaflet issued by the Small Business Administration as No. 59 in its series of management aids. It contains a number of marketing questions and explanations. Copies of the leaflet may be obtained from SBA's field offices.

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# of Engineering: 1955



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ATMOS IS THE "ORIGINAL" AND "PROVEN" SMOKEHOUSE!

Such a working masterpiece of sound engineering skill is much more than a beautiful, efficient-looking addition to the modern meat packing plant . . . it's the best buy for your smokehouse dollar! ATMOS is the "Original" Air Conditioned Smokehouse! ATMOS smokes, cooks and showers in one, fast, money-saving operation. ATMOS is backed by more than a quarter-century of engineering and manufacturing experience. ATMOS assures absolute temperature control within a plus or minus range of 3 degrees. We invite you to write today for the complete ATMOS Story which details all of the plus-advantages of the one-and-only ATMOS.

For an engineered Survey of your Smokehouse needs, call or write:

All ATMOS Smokehouses are engineered to your exacting requirements . . . our long experience is your guarantee of complete satisfaction.

Complete smokehouse building blueprints and engineering service. When you want the best . . . call ATMOS!

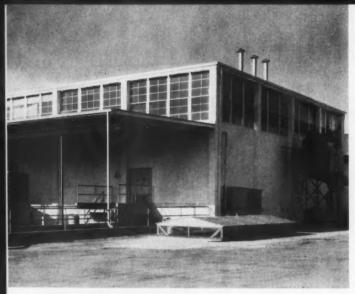


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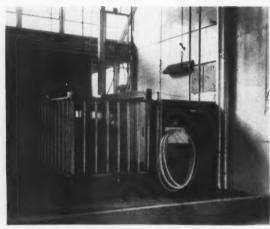
FORT ENGINEERING & SALES LTD., 1971 TANSLEY ST., MONTREAL, CANADA . PHONE CHERRIER 2166 GRIFFITH LABORATORIES S.A. . 17 EMPIRE ST. NEWARK S. N.J. MITTELHAUSER & WALTER . HAMBURG & GERMANY



# New Building, Operating Ideas Used by Royal

I-EXTERIOR OF KILLING building showing fenced and curbed truck ramp to basement, dog food loading and covered grease interceptor.

Sacramento plant's structure, killing floor arrangement, inedible handling, refrigeration facilities and grease interception are carefully planned



2—GUARD FENCE AND GATE of galvanized pipe around dry pickup area. Note the cable for actuating the gate.

3—GENERAL VIEW of bleeding and pritching areas with some of the head working facilities at the left.



SEVEN YEARS OF waiting for municipal sewage service proved to be a blessing for the Royal Packing Co. of Sacramento, Cal., which recently added a new killing unit, two coolers and a loading dock to plant facilities already in existence. Due to the delay, it was possible to employ novel erection methods and to incorporate in the structure new product handling procedures and equipment improvements which were not available at the time the original plans were made.

The plant was scheduled for erection by J. E. Harbinson, owner, in 1949, but lack of sewage disposal facilities blocked the project and it was decided to postpone construction of the killing floor until a municipal sewer system was installed.

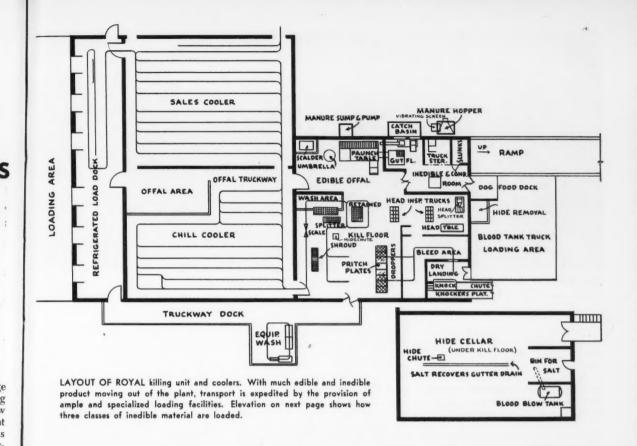
In the meantime, three coolers, a welfare unit and office facilities were built and for the past five years operations have been limited to four-way beef boning for Army contract and jobbing for the trade. Finally the sewage obstacle was overcome when the local sanitary district placed a primary treatment plant in service simul-

4—GUIDE CHAIN RETURNING single rail hang off lander of loading position for cattle on the sanitary pritch grating.



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taneously with the opening of the new disposal plant of the city of Sacramento.

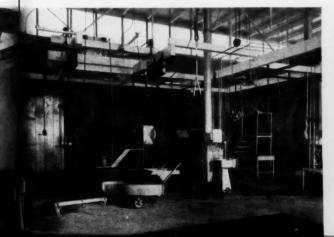
Approval on the initial killing plant had expired so the project was completely redesigned. The beef killing building is 56 x 62 ft. in size with a full basement for hide storage and inedible product loading. This unit is now in service and a small stock floor has been designed and will be erected as soon as bids are received and approved. A temporary frame wall closes off the side which will be continued as the small stock kill to permit beef operations to be conducted while the rest of the abattoir unit is being completed.

The superstructure is placed on steel columns and flat overhead steel frame. Pitch of the roof is produced by tapered nailing strips bolted to the level steel members. Curtain walls are of 6-in. precast concrete panels poured on casting beds and moved to the wall line for erection by a mobile crane. The plywood casting beds produced a smooth exterior wall while the surface of each slab was steel troweled to a smooth finish for interior wall face.

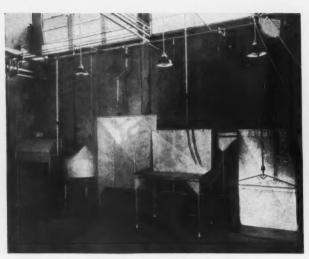
Permission was obtained from the MIB to modify the original window schedule and place all steel sash high inthe wall. The sash is standard 8 ft. 1 in. commercial projected type which extends from 14 ft. 6 in. above the floor line to the steel member at the upper plate line. This simplified the slab forming and reinforcing and permitted larger slabs to be poured, handled and erected. The slab casting forms were standardized since they

5—GENERAL VIEW OF killing floor. Note high level windows on one wall, an arrangement for which several advantages are claimed.

6—CARCASS SPLITTING station where a pneumatic spreader is used. Washing and clothing area can be seen in right background.







7—EDIBLE OFFAL PROCESSING equipment. Note the high window sill line and manner in which piping is carried along uninterrupted wall.



8—INEDIBLE PRODUCT HOPPER CHUTES are suspended from ceiling in the inedible product loading room (see elevation).

were virtually all identical except in a few instances where openings were to be placed in the wall for chutes and doors. This method also made for faster construction time since the units were more or less modular. The vertical steel columns were enclosed in concrete poured to the wall slabs, the projecting steel reinforcing bars being properly lapped into the pilaster. Mechanical vibration produced a smooth, plaster-like finish that required little or no pointing up.

Interior partition walls are of frame and plaster construction above a concrete poured base 6 ft. high. This was necessary since hoisting equipment could not reach far enough to handle precast units of such size as to make their use practical. Wall slabs were 14 ft x 14 ft. 6 in. in size and weighed approximately 9 tons each. They were lifted by two point suspension, and channel iron strongbacks were employed to prevent fracture. Each slab is pinned to the floor at three points by the use of three pins spaced properly so as to telescope previously prepared cans in the footing. The cans are filled with wet concrete at time of placing the wall slab and horizontal movement is thus arrested as soon as the concrete in the can sets up.

The use of high fenestration also proved advantageous in other ways. It provided a solid uninterrupted wall for bracket supports for pipe lines and machinery bracing. Track framing can but the walls, wherever such framing occurs, at virtually any point for anchoring with clip angle standard connections without running into a window.

The high sash provide excellent dif-

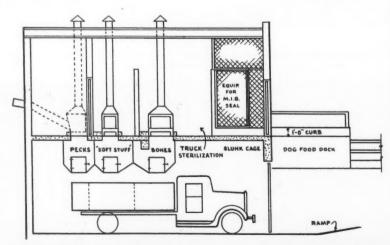
fusion of light and, when glazed with glare-proof, heat-resistant glass, such as was employed in the job, the workmen can face a window at any time of day, irrespective of the sun's position. The glass employed has a heat resistance factor of 85 per cent.

In localities where prevailing winds are constant, it is believed that continuous sash, set at the upper plate line, can effectively ventilate a killing unit, even accommodating the vapors incident to cleanup operations. In this installation, because of climatic conditions, overhead vents and heaters are required effectively to control vapors and prevent condensation.

Basement construction on this job presented a tough problem because of a seasonable high water table. The Sacramento river, only four blocks distant, is controlled by levees and in the spring, at high water stage, a water table of 5 or 6 ft. can be anticipated. Since elevation of the basement floor of the plant is minus 8 ft., special construction was employed to prevent buckling of floor slabs under water pressure. Continuous beams, properly reinforced, were poured monolithic with the slab in somewhat the same manner as an elevated floor, but engineered to withstand upward, instead of downward pressure. Drainage of the basement is effected by a sump and float controlled pump.

On the killing floor a heavy duty fence of 2-in. galvanized pipe is installed around the dry pickup area in front of the knocking pen. It is provided with a rolling gate controlled by the knocker through a cable and

(Continued on page 73)



ELEVATION SHOWS how different chutes dump three classes of material into the compartmented truck; latter is perked in this location at all times.

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sheave system for quick closing. See Photo 2.

Single rail hang off landers are employed on the rumping hoists. They are provided with guide chains which are suspended from overhead arms placed directly over the pritch grates, plumb with the hind legs of cattle lying on the plates. When the empty lander is lowered, the guide chain swings the lander across the inspection aisle so as to hang in position for application of the trolleys which are already in the legs of the beef on the floor. See Photo 4. This precludes the carrying of the lander from hoist to plates and also has the advantage of allowing the operator to use both hands for placing trolleys on the lander. The guide chain's attachment to the hoisting chain is just above the swivel attachment and does not interfere with landing or chain movement through the hoist sheave.

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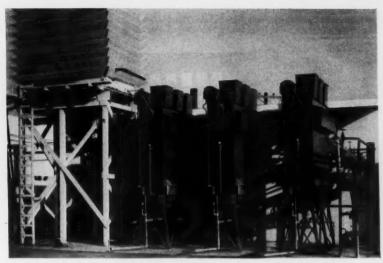
The method of loading inedible material in this installation is note-worthy. Three separate hooded openings are placed in the floor of the inedible products room. They handle respectively (1) pecks, (2) soft stuff and (3) hard stuff, bones, feet and condemned carcasses. This separation was requested by the rendering company which has its trucks equipped with partitioned bodies to retain the classified product.

The operator on the viscera separating table tosses the peck into a chute which passes through a wall trap and continues on into the hooded peck chute. Soft viscera are passed through a wall trap for flushing and fatting in the inedible room. This operator loads the soft stuff chute. Bones, cattle feet and head bones are trucked to the hard chute hopper.

#### Renderer Pleased With System

All three chutes empty into hoppers suspended from the ceiling of the inedible products loading room below. See Photo 8. A motor truck is parked in position to receive the material at all times. When the loaded truck is moved for replacement with an empty truck, the hopper doors are locked and products are stored temporarily until the empty truck is in position to receive them.

It is of operating significance to report that the rendering firm considered the installation as superior to handling product by drum or truck with loading done from the same level, even though one motor truck is standing in loading position at all times and is otherwise out of service. Its labor saving features are easily recognized since the renderer's truck



BATTERY OF NEW EVAPORATIVE condensers and cooling tower. The new compressor room can be seen in the background.

is loaded by operators who must necessarily handle the product in the course of preparation.

The new chill cooler has a capacity of 160 beef. Offal is chilled in the same room in a curbed area which can accommodate 12 trucks. The location is ideal for transportation of products from the rough offal section of the killing room as well as for customer inspection and shipping operations. Twelve overhead refrigeration units provide a 16-hour heat extraction time and can hold the room to within 2° of nominal setting.

The sales cooler accommodates 250 beef and has one brake rail to drop quarters for transfer to the jobbing department in one of the original coolers. Nine overhead units are used in this room.

The refrigerated loading dock is provided with one receiving and five shipping doors. Outside beef is occasionally required to supplement the plant's kill for army contract boning and is handled by special hoist and low rail track system.

Special grease interception facilities are provided to preclude overloading the sewer lines of the sanitary district. The basin has a primary sludge chamber equipped with carborundum floculation tube for lifting the fat particles so as to assure their passage to the second chamber for flotation recovery. The fat pad in this chamber is moved to the skimming gutter by a series of fantail water sprays. Sludge is moved to the sludge pit mechanically through installation of transverse drag plates.

Three supplementary compartments house the (1) flow measuring flumes, (2) sump pump, and (3) the fat recovery pit. By valve arrangement

the one sump pump can be used to lift fat for recovery, pull off sludge from either the primary or secondary chamber, or completely evacuate the entire basin. Sludge is lifted to the elevated paunch manure hopper but bypasses the vibrating screen to preclude plugging the fine mesh of the screen.

Simultaneous with the erection of the new killing plant the old and new refrigeration units were consolidated in a new compressor room 32 x 35 ft. in size. Three compressors, 6½ x 6½ in size, and one 4 x 4½ unit provide approximately 135 tons refrigeration. Three 24-ton evaporative condensers are employed, supplemented by a cooling tower. See Photo 9.

#### Royal Has Own Feed Lab

Extensive feeding and holding yards are provided on 15 acres adjoining the limits of the establishment and have a capacity of around 3,000 head of cattle.

Original as well as recent construction was designed by Dr. Harry Shepherd, meat plant consultant of Sacramento. The sewage disposal unit was designed by Harry Jenks, sanitary engineer of Palo Alto, Calif. The Continental Construction Co. of Sacramento erected the plant.

mento erected the plant.

All killing floor machinery and equipment, tracking, lavatory units and rolling stock was supplied by Carpenter-Hetzler Co., Los Angeles; compressors by Cyclops Iron Works, San Francisco; Gebhardt overhead blower units by Advanced Engineering Corp., Milwaukee; evaporative condensers by Niagara Blower Co., New York; grease interception equipment by Chain Belt Co., and sewage pump by Fairbanks Morse Co.



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# The Meat Trail....

#### Jarvis Is New Swift President; Holmes, Chairman, as Centennial Year Begins

Five changes in the top management staff of Swift & Company, Chi-



cago, were announced late last week by the board of directors as the company began its centennial year.

HAROLD H. SWIFT, who has served as chairman of the board since 1948, has been elected

H. H. SWIFT

honorary chairman and will continue as director and consultant to the board. JOHN HOLMES, president since 1937, succeeds Swift as board chairman, becoming the chief executive officer of the company. PORTER M. JARVIS, executive vice president since 1950, was elected president.

Two new vice presidents were elected by the directors. They are: E. D. FLETCHALL, who will assist Jarvis in the management of the company's meat packing plants, and Rовект W. Reneker, who will direct activities in agricultural research, industrial relations and public relations, and also assist the president.

Commenting on his voluntary retirement, Swift pointed out that at 70 years of age "it is appropriate to have somewhat less responsibility and somewhat more leisure." He has spent 47 years with the company, 37 of them as an officer and director. The youngest and only living son of GUSTAVUS FRANKLIN SWIFT, company founder, he started with the firm in 1908. At various times he has supervised the beef, lamb and veal, dairy and poultry and industrial relations departments. He was vice chairman for 11 years.

Holmes becomes chairman of the national meat packing company after 48 years as an employe. He started his Swift career as a messenger in 1906. Holmes served as vice president from 1928 until 1937 when he became the first man outside the Swift family to head the company. He has been a Swift director since 1932.

High hopes for the future were voiced by Jarvis, Swift's fifth president, as he assumed his new duties.

"Swift & Company is building for a greater future as it starts its second century of service," Jarvis said. "We want to keep pace with our growing nation, and we are gearing our oper-



JOHN HOLMES



P. M. JARVIS



E. D. FLETCHALL



R. W. RENEKER

ations to achieve this goal with a program of continued plant modernization and added emphasis on research. More people need more food and better food to meet the challenges that lie ahead. We are well equipped, in manpower and facilities, to do the job of processing and distributing the products that Américans need.'

Swift's new president started his company career in 1926 in the provision department of the South St. Joseph meat packing plant. He came to Chicago in 1928 and in 1933 became an assistant to Holmes. He was elected vice president in 1941 and a director in 1949. His background of company service encompasses nearly all of Swift's varied activities, including supervision of meat packing plants, dairy and poultry operations, vegetable oil mills, animal feeds, agricultural research activities, industrial relations and public relations. Jarvis also is active in various civic

activities. He is trustee of the University of Chicago, director of the Foundation for American Agriculture and of the Farm Foundation, and recently became director of the Chicago Community Fund.

The two new Swift vice presidents both started their company careers in 1934, Fletchall in the refinery department and Reneker in the purch-

asing department.

In 1941. Fletchall was assigned to the executive offices of the late G. F. SWIFT, son of the founder, and later to the president's office. Fletchall has served as manager of Swift meat packing plants at Winona, Minn., and South San Francisco and as assistant manager at South St. Paul. He returned to Chicago in 1953 and since then has assisted in the supervision of meat packing plants.

After 12 years in the purchasing departments at Chicago and Kansas City, Reneker became an assistant to the vice president in charge of purchases and by-products. Then followed four years in the adhesive department, specializing in sales. In 1950, Reneker was assigned to the staff of the president's office. During the last year and a half he has assisted Jarvis in directing agricultural research, industrial relations, and public relations activities.



STORY OF MIDWEST'S meat processing industry is told by Oscar Mayer (right), president of Oscar Mayer & Co., in appearance with Fahey Flynn, narrator, on telecast of "This is the Midwest" over WBBM-TV in Chicago. Program spotlights an important Midwest industry each week. Show, sponsored by Harris Trust and Savings Bank, is co-produced by CBS and Chicago Association of Commerce and In-

#### JOBS

JOHN S. VOGT has been re-elected president and treasurer of Vogt Packing Co., Flint, Mich. Mrs. Voct was renamed as vice president and B. V. Unwin as secretary. New officers of the firm are CHARLES U. WATSON, vice president, and Louis J. Conti, assistant treasurer. The company changed its name from Burton Packing Co. last August.

I. C. Mommsen has been appointed

district manager of Armour and Company branch houses in the Chicago area. Mommsen joined Armour in 1934 at Little Rock, Ark., and has spent his entire career in the sales division. He was manager of the company's branch house at Charleston, S. C., in 1950 when he was transferred to Chicago as a sales executive. Mommsen succeeds John Senko, who has been assigned other duties.

The appointment of LLOYD J. KUR-KOWSKI as assistant controller for John

Morrell & Co., Ottumwa, has been announced by W. W. Mc-CALLUM, president. Kurkowski, a certified public accountant who will assume his new responsibilities about March 15, joins the Morrell firm af-



L. KURKOWSKI

ter seven years with Price Waterhouse & Co., Chicago accountants. He is a University of Illinois graduate.

Retirement of Harold Dabold, Armour and Company office manager at Fargo, N. D., and a 34-year Armour veteran, has been announced by R. J. Anderson, branch manager. His successor is Richard W. Kohl, who has been transferred from Aberdeen, S. D. Anderson also announced that Orvis K. Nelson, former city salesman at Fargo, has assumed the duties of assistant manager at Minneapolis, Minn.

T. J. Schenk has been named manager of the Swift & Company sales unit at Long Branch, N. J., succeeding D. E. HILLYER, who was transferred to Newark.

#### PLANTS

Orleans Canning Co., Jamestown, N. D., has been purchased by Dakota Packing Co. of the same city. The canning plant will continue operating with the same personnel, but its name has been changed to Dakota Packing Co.

J. Ralph Bourassa, Jr., general manager of Noe Bourassa Ltd., Montreal, announced the firm has moved into its new packing plant at 1500 Cote de Liesse rd., Mount Royal 16, Que.

Morton Packing Co., Louisville producer of frozen meat pies, has filed articles with the office of the secretary of state in Nashville, Tenn., increasing its authorized capital stock to 300,000 shares of common stock

#### Hammond Portrait Hung in Industry Hall of Fame

Importance of the contribution made by George H. Hammond, pioneer in refrigerator transportation and one of the founders of the dressed beef business, to the livestock and meat industry, was recognized last week when his portrait was hung in the Saddle & Sirloin Club, Chicago. The portrait (see photograph) was presented by Mrs. James J. Phelan, Jr., of Detroit, Hammond's grand-daughter, on behalf of his other heirs and descendants. It was executed by John Allworthy, Chicago artist.

Presentation of the portrait, and its acceptance for the club by ROBERT C. MUNNECKE, president of The P. Brennan Co., was preceded by a biographical talk by Dr. RUDOLF A. CLEMEN, author of "The American Livestock and Meat Industry" and former associate editor of *The National Provisionar*.

Among the innovators with commercial genius who developed the Midwest during the second half of the nineteenth century was George H. Hammond. As proprietor of a prosperous wholesale and retail meat business in Detroit in the late 1860's, Hammond believed that there should be some way to place the meat supply of the West and Midwest in Eastern markets without the wasteful process of transporting livestock for long distances.

Working with fish merchant WIL-LIAM DAVIS, who had already devised a successful "ice box on wheels" for the rail transport of fish and fruit, Hammond made his first refrigerator car shipment of 16,000 lbs. of beef from Detroit to Boston early in 1869.



Beef in the top-iced, side bunker car came through the trip in good shape; 2,500 lbs. of ice was used in transit.

Young Hammond then went forward, against the opposition of the railroads, eastern butchers and other interests, to set up a national beef distribution system. In doing so he established a packinghouse at Hammond, Ind. (near ample ice supplies) which eventually became Geo. H. Hammond & Co. In 1879 Hammond made his first refrigerated shipment of dressed meat from Boston to Liverpool, England.

By 1885, a year before Hammond's untimely death at the age of 48, the company was operating 800 refrigerator cars and its capital, combined with that of Hammond, Standish & Co. of Detroit, totaled \$3,000,000. In the same year Hammond built a 700-cattle and 1,000-hog per day plant at South Omaha, Neb.

at \$1 each and 1,250 shares of preferred stock at \$100 each.

EDWARD BERNSTEIN and MAX RUTBERG have formed a partnership to operate E & M Wholesale Meats at 701 Callowhill st., Philadelphia.

Frankton Provision Co., Inc., Frankton, Ind., has added a custom butchering service to its wholesale and retail operation. ROBERT HUGHES is manager of the firm.

Fire recently destroyed the plant of Cumberland Meat Products, Inc., Cumberland, Wis. John Gurtner, owner, estimated the loss at more than \$25,000.

#### TRAILMARKS

George M. Schallmo, Milwaukee branch manager for Oscar Mayer & Co., has been elected president of the Milwaukee Meat Council, which includes packers, wholesalers, jobbers and retailers. Edward J. Belz, city sales manager of Plankinton Packing Co., Milwaukee, was named vice president.

The casing department of Cudahy Packing Co. has moved from South Chicago to 221 N. LaSalle st., Chicago.

Professor F. M. SIMPSON, agricultural economist at Clemson Agricultural College since his retirement from Swift & Company in 1952, has been honored by the Saddle and Sirloin Club of Chicago. His portrait will be hung in the club gallery, along with oil portraits of other outstanding men of the livestock and meat industry, in recognition of the part he played as organizer and director of Swift's agricultural research department and the work he has

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done to bring about a better understanding between livestock producers and those who serve them in the marketing of their livestock and meats. Simpson has devoted more than 45 years to the marketing of livestock and meats. The portrait-hanging ceremony will take place during the 1955 International Livestock Exposition.

Between 400 and 500 members of Local 31, United Packinghouse Workers of America, CIO, and it auxiliary braved zero weather in Fort Dodge to make house-to-house solicitation for March of Dimes funds and netted more than \$5,000. The union members are employes of Geo. A. Hormel & Co. in Fort Dodge. It was the third year the local had conducted the annual "Citizens' March on Polio."

New address of the offices and warehouse of World Casing Corp., importer and exporter of sausage casings, is 511 Flushing ave., Brooklyn 5, N. Y.

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EDWARD W. WILSON, vice president of Armour and Company, Chicago, has been elected president of the American Soap and Glycerine Producers Association.

The Association of Milwaukee Sausage Manufacturers has re-elected all its officers for another year's term. They are: Elmer Spewacheck, president of Milwaukee Sausage Co., Inc.,

president; Fred Usinger, Jr., president of Fred Usinger, Inc., vice president, and George Stroebel, Chas. Hess Sausage & Provision Co., secretary-treasurer. Members of the board of directors include Carl. Weisel, Jr., Weisel & Co., Walter Boehme, Boehme Sausage Co., and Arno Haering.

J. W. COFFMAN, formerly vice president in charge of plant operations



pects to special-

J. W. COFFMAN

ize in representing national manufacturers of quality food products. Coffman started with Kingan in 1931 and rose through various functions in plant operations to head its personnel services. Later he became manager of technical services and plant operations for the entire company. He was elected a Kingan vice president in 1949. Coffman exercised sales responsibility for the Richmond (Va.) and

Orangeburg (S. C.) plants in the

1940's as a part of his overall management duties. He was for many years a member of the American Meat Institute committee on personnel relations and the committee on textbooks,

Chris Finkbeiner, president of Little Rock Packing Co., Little Rock, Ark., has been appointed chairman of a newly-formed aviation committee of the Arkansas Economic Council-State Chamber of Commerce. The committee will assist Arkansas communities in developing air facilities. Finkbeiner, a World War II flier, pilots his own company plane.

Dreher Packing Co., Inc., Columbia, S. C., has selected J. W. Mims as "Salesman of the Year," V. M. Wells, general manager, announced. Mims received a trophy from the Columbia Sales Executive Club, which presents the awards each year to the outstanding salesmen of participating companies.

Dr. Daniel Swern, a research chemist at the USDA's Eastern Regional Research Laboratory in Wyndmoor, recently received an Arthur S. Flemming Award from the Washington, D. C., Junior Chamber of Commerce, which named him one of the outstanding young men in the federal service. He was nominated by the Secretary of Agriculture, who said



HONORED AT recent testimonial dinner given by Meat and Poultry Purveyors Association, Inc., New York City, were Hy J. Tanenbaum, president, and Harry L. Rudnick, secretary of the National Association of Hotel & Restaurant Meat Purveyors. Seated at longer table in rear of room are Rudnick (left corner); Tanenbaum; Benjamin

Young, counsel and secretary of the New York association; Edward T. Jobbagy, president of the New York group, and directors of the local association. The Meat and Poultry Purveyors Association, Inc., was known until recently as the Metropolitan Branch of the National Association of Hotel and Restaurant Meat Purveyors.

Swern's research work made possible the development of new uses for fats and oils in plastics, paints, wire insulating material and other industrial products. Ten award winners were selected from more than 600 candidates.

Wilson C. Codling, president of Codling Packing Co. of Albany, N. Y., has been named general chairman of a campaign to raise \$500,000 for the construction of two new club houses for the Albany Boys Club. He has been a member of the Albany Boys Club board of directors for ten years and was president of the board during 1949 and 1950.

WILLIAM G. STROH, vice president of Excelsior Quick Frosted Meat Products, Inc., has been appointed head of the frozen food division in the New York area for raising funds through the sale of State of Israel bonds for the economic defense of Israel.

Tom Tynan, general manager of Armour and Company's Denver plant was re-elected a vice president of Denver Area United Funds, Inc., at the organization's recent annual meeting.

HENRY PERENON of Swift & Company has been elected president of the San Francisco Security Traders Association.

WALTER S. STERN, president of H. Elkan & Co., was elected vice president of Commodity Exchange, Inc., New York City, as head of the hide

group. Stern has served on the board of governors since 1948. The Exchange provides facilities for trading in hide futures.

JULIUS MAYER, executive vice president of Continental Grain Co., has been elected president of the Chicago Board of Trade. He formerly was first vice president of the exchange.

The appointment of Max K. Johnson as assistant chief of the Bureau of Market News, California Department of Agriculture, Sacramento, has been announced by W. C. Jacobsen, director of agriculture.

In a letter to the stockholders of Libby, McNeill & Libby, Chicago, Charles S. Bridges, president, stated emphatically that the company was not considering or contemplating any merger. The letter was written in response to recurring rumors of a merger.

J. M. Lewis was re-elected president and general manager and A. M. Sorensen was re-elected secretary and treasurer of the Sioux Falls Stock Yards Co. at the annual meeting of stockholders in Sioux City, Ia.

Charles Trunz, vice president of Trunz, Inc., Brooklyn, and Seymour R. Ehrlich, partner of Harry Ehrlich & Son, New York, have been named chairman and co-chairman, respectively, of the meats and provisions division of the Greater New York campaign of the National Foundation for Infantile Paralysis. Trunz is

serving in this capacity for the third year and this is the second year Ehrlich is assisting him.

#### Daigneau 'Practicing Up' for Retirement from Hormel

RALPH H. DAIGNEAU, vice president of Geo. A. Hormel & Co., Austin,



R. DAIGNEAU

will retire from the organization October 29, the end of the fiscal year of the business, and in advance of the event has resigned as a director, the company announced this week. Cali

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Daigneau proposed to retire immediately but was persuaded to continue as a member of the executive committee and in an advisory sales capacity until the end of the year. He resigned as a director because vacation plans would not enable him to attend the next several meetings of the board, and he wanted his successor to have the experience of those meetings.

Daigneau began in the company in 1908 as a 17-year-old high school graduate. He was put to boxing meat in the shipping room. The pay was

10c an hour.

Only 11 men today of the more than 9,000 in the Hormel company have been longer in the organization. After office and field experience as a salesman, he was put in charge of the provision department in 1923 by GEO. A. HORMEL, then president of the company. When the company was organized into three self-contained vertical divisions by the next president, JAY C. HORMEL, in 1929, Daigneau was made vice president in charge of the abattoir division. In 1928, he had been made a director of the company.

From 1942 to 1945, he divided his time between Austin and Washington, D.C., serving in the OPA, in the War Food Administration and as member of the War Meat Board.

In 1946, the abattoir and beef divisions were combined under vice president J. L. Olson, and Daigneau was made director of sales. In 1950 and 1951, he was consultant to the OPS administrator and to the U. S. Department of Agriculture at Washington, D. C.

Daigneau already has started a four weeks' vacation now available to persons who have been 25 years or more in the organization. He expects, as he says, "to practice up on retirement."



EIGHTY EMPLOYES of the Kentucky Independent Packing Co., Lexington, Ky., achieved a perfect safety record for 1954 by working 144,468 hours without a lost-time accident. Inspecting the safety certificate of commendation awarded by the American Meat Institute are: (left to right) C. Tolbred, superintendent; Shelby White, Joe May, and E. J. Kleb, general manager. The plant, a division of Armour and Company, processed approximately 750,000 lbs. of meat in 1954.

#### California Group to Meet On Lamb, Sheep Fund Plan

A proposed California marketing order that would provide for a compulsory deduction on each lamb or sheep slaughtered in that state to create a fund for promotion of lamb and mutton will be discussed Wednesday, February 9, in Sacramento by a statewide committee of producers, feeders, processors and handlers.

The proposed order, prepared by officials of the California State Department of Agriculture, is being redrafted in line with suggestions made by the statewide committee at a meeting last month.

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The committee is expected to ask the director of agriculture to call for a vote by sheep producers and processors as to whether they favor such a marketing order. A favorable vote requires the approval of 65 per cent of the growers who sell 51 per cent of the lamb, or 51 per cent of the growers who sell 65 per cent of the lamb. It also must be approved by 65 per cent of the slaughterers of sheep and lamb, or those who slaughter 65 per cent of the lamb.

Under the order, processors would be responsible only for making the deduction from sellers on each animal slaughtered, reporting the number killed and remitting to the California Department of Agriculture the proper amount per head. The de-partment would have the right to check the packers' books only to determine the number of head slaughtered and to see if the proper remittance had been made.

#### Here's a Self-Service Aid Your Dealers Might Like

A new report issued by the USDA may be helpful to packers interested in giving advice to retailers about selfservice meat marketing. The report, entitled "Principles of Layout for Self-Service Meat Departments," contains recommended plans and operating methods for use in establishing new markets or remodeling existing

A copy of the report (Marketing Research report No. 77) may be obtained from the Marketing Information Division, Agricultural Marketing Service, U. S. Department of Agriculture, Washington 25, D. C.

#### **Austrian Meat to Czechs**

Meat is among the products Austria will send to Communist Czechoslovakia under a new one-year trade agreement calling for the exchange of certain commodities.

#### Buyer's Lard Specs.

One of the nation's largest shortening manufacturers recently amended its specifications for prime steam and dry rendered lard. Specifications are: The lard must be federally inspected and contain no lard flakes or hydrogenated lard; free fatty acid, 0.5 per cent maximum; raw color of P. S. rendered, 20Y/2.0 Red Lovibond maximum, and raw color of dry rendered, 30Y/3.0 Red Lovibond maximum; peroxide number, 4.0 maximum (as millimoles peroxide per kilogram of fat); moisture, 0.15 per cent maximum; insoluble impurities, 0.03 per cent maximum; flavor, must not be rancid or stale, and antioxidant, at time of preparation of the lard, a minimum of 12 lbs., and a maximum of 30 lbs. of Tenox II must be added for each 60,000 lbs.

#### **Give-Away Merchandising** Target of Arizona Bill

Arizona merchants would be prohibited from issuing free merchandise or coupons to customers under terms of a bill pending in the State Legislature.

The measure was introduced by Representatives Charles Abels and Del Rogers, Maricopa Democrats, as an amendment to the state's unfair sales and competition law. The purpose of the bill, Abels said, was to relieve pressure on the small business man who cannot afford to give away such items.

The proposed bill would not affect merchandising stunts thought up by manufacturers or wholesalers, where all retail stores can participate on an equal basis, Abels emphasized.

#### **Heads Wholesale Grocers**

Fred C. Wilson of Lexington Grocery Co., Lexington, N. C., vice president of the United States Wholesale Grocers' Association, Washington, D.C., has been elected president of the association to fill out the unexpired term of the late Alfred Dorman, Alfred Dorman Co., Statesboro, Ga. Dorman was killed recently in an automobile accident.

#### Merger with AFL Voted

A plan to merge with the Amalgamated Meat Cutters and Butcher Workmen of North America, AFL, was approved recently by the independent International Fur and Leather Workers union at a special convention in Atlantic City. The AFL union, which proposed the merger, will vote on the proposal at its next convention in 1956.

## Kutto:

#### The Handiest Carton Cutter Made

"A Profitmaker in Time Saved -Not an expense item."



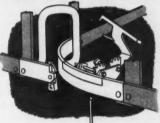
- Opens Cases Cleaner and Quicker
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Made of heavy quality stee!—it cuts cleaner and quicker. Accepted by the great majority of Wholesalers and Dealers as the finest tool on the market for opening cases without damaging contents. Makes an ideal premium.

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#### Le Fiell All-Steel **Gear-Operated Switch**



#### For Trouble-Free Switching

Here's a rugged track switch you can really depend on. Won't break, needs no maintenance. Assures a smoothly operating track system—no more shutdowns, no more expensive time lost for annoying track breakdowns.

The safe gear-operated feature gives you pos-live control, as the switch is fully "closed" or fully "opened."

Easy to add to your present track system, the Le Fiell all-steel switch comes as completely assembled unit, including curve, ready to bolt in place. All joints are made at track hangers for accurate alignment with adjoining rail. Saves three-fourths installation time.

Available in all types for  $\frac{3}{4}$ " or  $\frac{1}{2}$ " x  $2\frac{1}{2}$ ",  $\frac{1}{2}$ " x 3" or 1-15/16" round rail.

Write:

Le Fiell Company

1469 Fairfax Ave., San Francisco, Calif.

#### **Brine Corrosion**

(Continued from page 56)

the sodium silicate settles out, leaving a thin, protective coating on the exposed metal of the system.

The adequacy of the film method of treatment may be demonstrated by connecting a millivolt meter between a piece of galvanized metal and a piece of black iron, both immersed in the brine solution. A current will be shown indicating that corrosion is taking place. After the samples are left in the treated brine for lengthening periods of time it will be noted that the original current gradually decreases as the protective film builds up until finally no voltage reading will be obtained.

#### Testing for pH

As easy way of determining the pH measure of brine is by the use of Universal Indicator Solution which is readily obtained from the larger chemical supply houses. A few drops of this Indicator added to half a test tube or to an equal amount of brine in a small glass bottle will give a color representing the pH value.

	Color		pH \	alue	•
	Red		4.0	(or	lower)
Acid	Orange		5.5		
	Yellow		6.5		
Neutral	Greenish	Yellow	7.0		
	Green		8.0		
Alkaline	Blue		9.5		
	Violet		10.0	(or	higher)

If the brine contains the usual amount of fine sediment, a more accurate color will be obtained by first straining the sample through filter paper. The sediment has a tendency to react to a deeper color than the clear brine. If filtering is not feasible, then settling the brine over night after the indicator solution has been added will give similar results. While this method is accurate enough for ordinary plant use, more detailed readings can be obtained by purchasing special color comparators or elec-

A Change in pH of 1.0
Means that the Intensity is
Multiplied by 10.

	monip	ned by IV.
		Comparative Intensity of
	pH Value	Acidity and Alkalinity
	14	10,000,000
	13	1,000,000
	12	100,000
Alkaline	~ 11	10,000
	10	1,000
	9	100
	8	10
Neutral	7	1
	6	10
	5	100
	4 3	1,000
Acid		10,000
	2	100,000
	3	1,000,000
	0	10,000,000

tronic meters intended for the same

The value of the pH readings is better appreciated when it is considered that each unit of the pH scale indicates an intensity variation multiplied by ten. A solution having a pH value of 9 is 10 times as alkaline as one having a value of 8.0. On the acid side a reading of 5.0 indicates ten times the acidity of a pH reading of 6.0.

Another method for checking the acidity or alkalinity of brine is with phenolphthalein indicator solution. A few drops added to about 1 oz. of the brine will be colorless or milky if the brine is acid. When the sample contains a high intensity of alkaline the color will be strongly red tapering off to a barely distinguishable pink as the intensity approaches 7.0. The phenolphthalein indicator solution is made by dissolving 5 grains of phenolphthalein crystals in 1 liter of denatured alcohol. It may be obtained made up at most drug stores.

#### Testing Brine for Ammonia

Rather than go to great lengths to reduce excessive alkalinity caused by a leak of ammonia into the brine, a far greater economy can be had by identifying the source and eliminating the leak. The use of Nessler's Solution, (KI)<sub>2</sub> HgI<sub>2</sub>, produces a brown precipitate in the presence of ammonia when a few drops are added to a one to two ounce sample of the brine. If ammonia is not present the color of the brine remains constant.

Another way is to add a small amount of caustic soda to the brine sample. When heated any ammonia will be driven off, which can be detected by the odor or by a moistened piece of litmus paper held close above the surface of the sample.

Brine treatment does not have to be confined to too exact limits in order to obtain beneficial results. After initial treatment, tests should be taken regularly once a week. This is not a difficult task and provides a valuable safeguard against extensive corrosion.

#### New By-Products Grading Plan Would Speed Exports

A certification plan under which the USDA would grade certain animal by-products going into export channels is nearing completion, it has been revealed. The plan is expected to speed up exports by giving foreign buyers the benefit of grading by an impartial source. Dr. S. N. Studer of the Department of Agriculture is handling the program.

#### **BOOK REVIEW**

Two Ears of Corn, by Claire Leavitt MacDowell. Pequot Press, Stonington, Conn. 242 pages, indexed and illustrated. \$5.

This is the story of Charles H. Mac-Dowell who started his career in the meat industry as a stenographer at Armour and Company in 1887, became Philip D. Armour's confidental clerk, and rose to fame for his contribution to the development of the commercial fertilizer industry through his work in Armour's fertilizer department.

A large part of the biography is devoted to the scientific and business developments in the use of animal by-products through his untiring efforts. Several chapters cover the struggle for the control of potash and MacDowell's controversy with the German cartel, the Kali Syndikat.

Throughout the writer portrays MacDowell's abounding curiosity, his intense interest in and loyalty to Armour and Company for 45 years, and his belief that nothing was impossible.

The final chapters give an account of his contribution to the war effort in 1917-18, when he worked with the War Industries Board on chemical and fertilizer problems, and his retirement.

#### Armour to Participate in Nuclear Reactor Research

Armour and Company, Chicago, is one of seven industrial companies that have signed as participators in the nuclear reactor research program at Armour Research Foundation of Illinois Institute of Technology, Chicago. The other six firms are outside the food field.

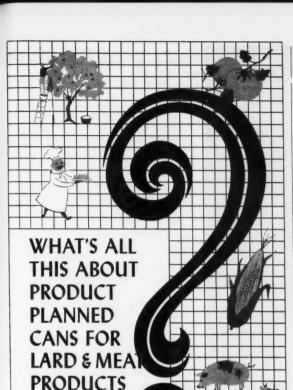
Armour Research Foundation plans to construct the nation's first nuclear reactor for industrial research on the Illinois Tech campus this year. Cost of construction will exceed \$500,000.

Under the reactor plan, each participating firm will make an initial payment of \$20,000. In return, the companies will share in the benefits derived from the nuclear reactor research program for three years after the reactor starts operation.

#### **New Mexican Plant Planned**

A packinghouse is to be established soon in Leon, industrial center of Mexico's Guanajuato state, by the state government, the Meat Production Bureau of the Ministry of Agriculture and the cattle industry.

The plant will use cattle from five central Mexican states, Guanajuato, Jalisco, Aguascalientes, Durango and Zacatecas.



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YOU'RE going to hear a lot about Heekin Product Planned Cans in your industry. Heekin has perfected formulas to meet every problem in the economical metal packaging of your product. Plain or lithographed, Heekin Cans are Product Planned for your product and your profit.

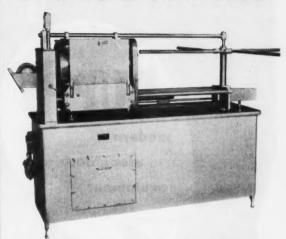
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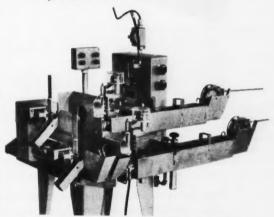
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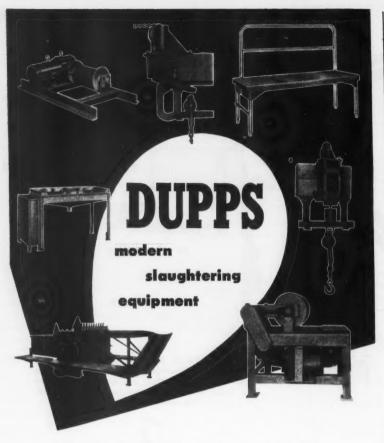
STRIP 100% OF YOUR SAUSAGE with Kartridg-Pak's famous stripping machine. No misses. No inspection. No rehandling. This linker and stripper combination requires limited floor space... promotes complete controlled processing.

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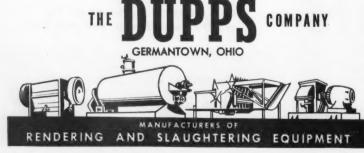


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#### Literature

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Improving Materials Handling Efficiency (NL 75): Uses of small power fork trucks in second story installations and in loading and unloading motor trucks where there are space limitations are described in a 28-page booklet. It explains and illustrates with graphic pictures and diagrams the basic design principles of construction and analyzes space, time and labor factors involved in small plant operations. The booklet answers the why, how and what of materials handling problems and contains plans and diagrams for setting up such a system in new or old plants.

Removing Solids from Sewage and Industrial Waste (NL 76): A description of sanitary screening equipment for efficient removal of solids from water, sewage and industrial waste is described in an illustrated 28-page book. It gives complete dimension and specification data for different types of screens. Tables to determine the proper size unit for handling various capacities are listed. It contains suggestions for proper installation points and photographs of screening installa-

tions.

Efficiency in Machine Package Wrapping (NL 77): An automatic wrapper that crimps and heat or glue seals packages at production speeds of 100 to 300 units per minute is described in an attractive 18-page booklet. Various models of the basic unit and equipment for specific production needs are also shown. In addition it lists the operations and types of packaging and wrapping materials that can be handled by the units.

that can be handled by the units.

Electrical Railroad Car Movers (NL 78): Car spotters and drum type pullers to move cars of all types. singly or in trains, are described and illustrated in a 24-page booklet. It includes drawings of typical layouts for both units and tables estimating the required rope pull under varying conditions. Construction features, specifications and accessories for the different models of spotters and pullers are also contained.

Supplies and Equipment (NL 79): A 32-page special catalog contains a variety of packinghouse items ranging from aprons, caps and thermometers to electric hoists, dehairing machines and smokehouses.

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# **NEW EQUIPMENT and Supplies**

Further information on equipment and supplies may be obtained by writing the manufacturer direct or writing The Provisioner, using key numbers and coupon below.

NEW LEGEND BRAND-ER (NE 158) – Designed and tested for faster, more economical branding, this new brander, the X-54, is equipped with thermostat control which assures con-

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stant temperature without danger of overheating. An exclusive clip holds brands in place without screwing on the element so that legend brands can be removed and changed in seconds with no danger of damaging the element. The unit weighs 21/2 lbs. and is balanced for easy handling. According to the maker, Everhot Manufacturing Co., the brander can reduce die replacement up to 25 per cent and cut heating element replacement up to 75 per cent. The brander operates on 110-115 volt A.C. current.

SAFETY SHOE (NE 154)

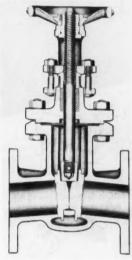
-This shoe has been developed by Lehigh Safety
Shoe Co. for workers whose feet are exposed to



extremes of heat or cold. The entire upper is padded with a thin layer of foamed vinyl that contains millions of tiny "sealed air" bubbles which provide good insulation. The padding is said

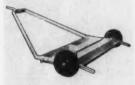
not to absorb moisture, perspiration, oil or odors. All styles of the shoe provide regular steel toe protection.

NEW VALVE LINE (NE 161) — Crane Co. has introduced a new line of alloy valves that feature an exclusive split-wedge disc design in the gate valves and an improved disc-stem connection in the globe



and angle valves. The valves are regularly available in stainless steel, highnickel, and high-chromium stainless steel. Teflon packing is used. The split-wedge disc in the gate valves is made up of two identical, circular dises placed backto-back in a carrier. Since the seating load is uniformly distributed over both discs, excessive force is not required for tight seating. Uniform pressure, plus freedom of the discs to rotate, is effective in reducing seat wear and galling of seating surfaces. In the new globe and angle valve disc-stem construction, the stem extends much farther into the disc, with a minimum amount of radial clearance. Chattering of the disc is eliminated.

MAGNETIC SWEEPER (NE 160) — A new permanent magnetic sweeper, available in widths from 2 to 5 ft., is offered by Cesco. With its road-type, pneumatic-tire wheels, the sweeper can be used indoors or outdoors and either pushed manually or towed



by a vehicle. With the wheels removed, the builtin carrier-hangers are utilized to mount the sweeper on any lift truck. All models are powered with Al-nico V magnets and have built-in retainer pans so that the tramp iron load may be cleared from the stainless steel magnet cover plates as often as necessary. The operator rotates the magnet by using the handle. The cover plate then swings clear of the magnet and releases its load directly into the pans. 0 0

BREADING - BATTER MIXES (NE 164)—Breading and batter mixes suitable for use on any breaded item—veal chops and cutlets, patties, ham sticks, mock or real poultry legs, fish fillets, etc.—are being offered generally after a year's field use. One is a leavened breading mix for deep fat frying; another an

unleavened breading mix for pan frying and the third item is a batter mix for both types of frying. All are said to fry to a crisp golden brown, with no puffing or separation, and are reported to have high pickup and excellent sticking qualities, as well as low fat absorption. They are made by The Griffith Laboratories.

TRUCK END-GATE HOIST (NE 155) — Designed for installation on rear of a 1½ ton or larger truck or semi-trailer, this end gate lift raises or lowers loads up to 2,000 lbs. Full power operation, including power closing, complete safety controls and simplified design for easy maintenance are main features. The gate is activated by single lever controls



at either side of the truck. The gate has several safety features: An overloaded platform is prevented from being raised or lowered by an overload valve. A control lever on either side allows the operator to work from the safe side of the vehicle. The hydraulic power cylinder is of 3-piece construction. St. Paul Hydraulic Hoist Co.

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# Flashes on suppliers

MILPRINT, INC. of Milwaukee has opened a new, 50,000 sq. ft. plant at Downingtown, Pa. This is the firm's eighth plant and its third in the East. The elaborate facilities, consisting of the latest in modern design and machinery, will be used to convert flexible packaging materials including Mil-O-Casings for liver sausage, printed cellophane and polytehylene in rolls, bags, pouches and envelopes.

CHASE BAG CO.: H. E. Dennie, with this Chicago firm for 10 years, has been named manager of the Philadelphia branch. He succeeds J. P. Grady who continues as Eastern regional sales director. In other changes, E. P. Alexander, formerly manager of the Detroit office, was named sales manager of the Chicago office and D. B. Fendler became sales manager in Detroit.

THE BRISTOL CO.: ALDEN H. Webber has been appointed field sales engineer for this Waterbury, Conn., firm, and will cover the Seattle area. With the company since 1943, Webber holds several patents in instrument design and parts. His head-quarters will be at 203 White bldg., Seattle, Wash.

BRUNNER MANUFACTURING CO.: PAUL A. HUNKER, in the refrigeration industry for 16 years, has been appointed to the newly-created position of sales manager of refrigeration for this Utica, N. Y., firm. WALLACE C. ROBERTS was named advertising and sales promotion manager.

SYLVANIA DIVISION, AMERI-CAN VISCOSE CORP.: HOWARD J. PRICE, JR., has been appointed sales representative in the Northern Illinois territory and will work out of the division's Chicago office.

#### Texans Find New Chemical Lethal to Cattle Grub

Producers, packers and the hide industry in general stand to save much by the discovery of a new insecticide that is lethal to the cattle grub by Texas Department of Agriculture scientists, according to a report to the Entomological Society of America. The chemical, known experimentally as 21/199, is 3-chloro-4-methylum-belliferone O, o-diethylthiophosphate.

Tested in Oregon as a spray of 0.5 per cent in a water solution on the backs of nine grubby cattle, it resulted in the extermination of all the grubs in less than a week, the report stated.

#### Swift Will Share Formula For Milk-Allergic Babies

Swift & Company, Chicago, announced this week that it was giving up exclusive rights in a patent for a special meat-base formula for babies allergic to milk.

The formula for this special product came out of the widespread research which the company has done in developing and pioneering a complete line of all-meat baby foods.

T. C. Tait, head of Swift's canned foods department, said the company "is dedicating its patent on the formula to the public in recognition of important contributions by members of the medical profession who have done research in this field.

"We believe that by so doing, further research can be stimulated and the use of this type of product encouraged," Tait said. "The problem of feeding milk allergic babies has long been a subject of concern to the medical profession and medical menhave been anxious for more information on the subject."

Tait said that, although the product covered by this Swift patent was designed to be commercially produced, it can be prepared in the home or hospital from strained meats and other ingredients readily obtained in grocery and drug stores.

He said Swift has no plans at this time to produce a special product with this patented formula because of various commercial problems involved. Further details of the formula will be made available without charge.

The patented formula contains proper proportions of strained meat, lard, mineral salts to supply calcium and phosphorous and certain carbohydrates such as sugar, salt and water. The product resembles the composition of milk, is thoroughly digestible and has an agreeable flavor.

#### **Ohio Inspection Weighed**

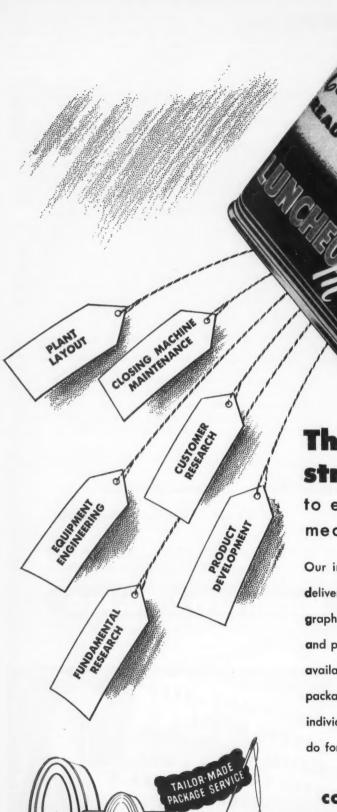
"Should Ohio Require State Inspection of All Meat?" was the topic C. W. Van Schoik, chief of the Division of Food and Dairies, Ohio Department of Agriculture, at the annual meeting of the Ohio Cattle Feeders Association February 3 in Findlay, Ohio.

#### Meat, Poultry Men Confer

A proposed Ohio meat inspection law was the subject of a joint conference in Columbus January 28 of executive members of the Ohio Association of Meat Packers and the executive committee representing the poultry industry in Ohio.







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#### December Meat Processing Volume Up, But Year's Total Less Than 1953

MEAT and meat food processing operations under federal inspection for the five weeks ended January

1 produced a total of 1,677,304,000 lbs. of products, or over 200,000,000 lbs, more than in the corresponding

MEATS AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—NOVEMBER 29 THROUGH JANUARY I, 1955 COMPARED WITH CORRESPONDING PERIOD, NOVEMBER 30, 1963 THROUGH JANUARY 2, 1964.

	27 00 4074	2000 00000		
	Nov. 29, 1954-	Nov. 30, 1953-		52 Weeks
	Jan. 1, 1955	Jan. 2, 1954	1954	1953
Placed in cure—				
Beef	17,914,000	11,874,000	162,243,000	121,470,000
Pork	346,391,000	292,932,000	3,201,785,000	3,246,057,000
Other	84.000	181,000	1.681.000	2.108.000
Smoked and/or dried-			-11	-,,
Beef	6.118.000	3.837,000	58,372,000	48,641,000
Pork	246.061.000	214.941.000	2,233,843,000	2,228,417,000
Cooked meat—	210,001,000		=1=0010101000	-111000
Beef	7,170,000	6,258,000	73.370,000	64,404,000
Pork	33,358,000	28,872,000	268,785,000	285,258,000
Other	434.000	217,000	4.033,000	2,726,000
Sausage	202,000	211,000	2,000,000	2,120,000
Fresh finished	23,910,000	21,532,000	208.355,000	204,094,000
To be dried or semi-dried	12,541,000	10,826,000	129,833,000	124,342,000
Franks, wieners	46.332.000	43.130.000	567.029.000	540,799,000
Other, smoked or cooked	52,603,000	40,760,000	616,439,000	598.841.000
	135,386,000	116.248.000	1.521.664.000	1.470.091.000
Total sausage	135,350,000	110,240,000	1,321,004,000	1,410,001,000
Loaf, head cheese, chili, jellied	17 000 000	16.608.000	196,717,000	194,648,000
products	17,288,000			
Steaks, chops, roasts	67,762,000	69,054,000	639,021,000	657,082,000
Bouillon cubes, extract	85,000	368,000	2,785,000	3,506,000
Sliced bacon	76,952,000	64,655,000	772,068,000	732,572,000
Sliced, other	10,222,000	6,978,000	106,536,000	73,885,000
Hamburger	14,807,000	25,990,000	154,757,000	180,568,000
Miscellaneous meat products	6,886,000	3,953,000	49,831,000	34,542,000
Lard, rendered	233,668,000	178,268,000	1,731,468,000	1,694,452,000
Lard, refined	153,524,000	119,093,000	1,321,122,000	1,335,768,000
Oleo stock	10,860,000	11,871,000	115,871,000	115,062,000
Edible tallow	14,422,000	12,168,000	149,571,000	113,994,000
Rendered pork fat-				
Rendered	11.595,000	9.826.000	96,340,000	104.052,000
Refined	6.680.000	5,008,000	58,190,000	61,347,000
Compound containing animal fat	45,620,000	28,502,000	441,418,000	366,020,000
Oleomargarine containing				
animal fat	3,086,000	2,811,000	30.962.000	33,465,000
Canned product (for civilian use	5,050,000	-,524,000	00,000,000	55,400,000
and Dept. of Defense)	210,924,000	209.081.000	1.911.639.000	2,026,381,000
Totals†	1 677 204 000	1,450,592,000	15.207.185.000	16.289.794.000
Totals;	1,011,004,000	1,300,002,000	10,201,100,000	10,400,101,000

†This figure represents "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.

#### LIGHT HOG VALUES GAIN, OTHERS WORSE THIS WEEK

(Chicago costs and credits, first two days of the week)

Irregular price changes in live hog costs and pork prices resulted in uneven changes in cutting margins. Live light hog costs declining at a faster rate than small pork cuts, brought improved margins, while values on the others were deeper in the minus column.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures for the first two days of the week.

N	180	-220 lbs.	alue	-	220-	240 lbs Va	lue	-	240-	270 lbs.	lue
Pet. live wt.	Price per lb.	per cwt. alive	per cwt. fin. yield	Pct. live wt.	Price per lb.		fin.	Pct. live wt.	Price per lb.	per p cwt. alive	er cwt. fin. yield
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{c} 42.5 \\ 23.5 \\ 29.1 \\ 35.0 \end{array}$	\$ 5.44 1.36 1.25 3.56	\$ 7.78 1.90 1.78 5.11	$12.9 \\ 5.6 \\ 4.1 \\ 9.9$	39.6 $22.3$ $27.6$ $33.9$	\$ 5,11 1.25 1.13 3.36	\$ 7.05 1.74 1.60 4.71	$13.2 \\ 5.5 \\ 4.1 \\ 9.7$	35.9 $21.7$ $27.6$ $23.6$	\$ 4.74 1.19 1.13 2.29	\$ 6.57 1.67 1.57 3.23
Lean cuts		\$11.61	\$16.57			\$10.85	\$15.10			\$ 9.35	\$13.04
Bellies, S.P11.1 Bellies, D.S Fat backs	32.9	3.65	5.20	$9.6 \\ 2.1 \\ 3.2$	$\frac{32.3}{18.4}$	3.10 .38 .22	4.36 .55 .32	4.1 8.6 4.6	$\frac{23.6}{18.4}$ $\frac{8.9}{8.9}$	.97 1.58 .41	1.35 2.17 .56
Jowls 1.7 Raw leaf 2.3 P.S. lard.	$\frac{9.2}{11.8}$	.16 .27	.37	$\frac{1.7}{2.2}$	$\frac{9.2}{11.8}$	.16 .26	$.24 \\ .36$	$\frac{1.9}{2.2}$	$\frac{9.2}{11.8}$	.17 .26	.25
rend. wt14.9	11.4	1.70	2,46	13.5	11.4	1.54	2.14	11.6	11.4	1.33	1.50
Fat cuts and lard		\$ 5.78	\$ 8.27			\$ 5.66	8 7.97			8 4.72	\$ 6.49
Spareribs 1.6 Regular trimmings 3.3 Feet, tails, etc 2.0 Offal & miscl	31.1 12.6	.50 .42 .18 .50	.73 .58 .27 .70	1.6 3.1 2.0	27.1 12.6	.43 .39 .18 .50	.62 .53 .26 .69	1.6 2.9 2.0	23.6 12.6	.38 .37 .18 .50	.52 .52 .26 .68
TOTAL YIELD & VALUE70.0	15.	\$18.99	\$27.12	71.5		\$18.01	\$25.17	72.0		\$15.50	\$21.51
		Per ewt. alive			(	Per ewt. ilive			Per		
Cost of hogs Condemnation loss Handling and overhead				ewt. in. ield		17.33 .08 1.47	Per cwt. fin. yield		1.	08 33	Per cwt. fin. yield
TOTAL COST PER O' TOTAL VALUE Cutting margin Margin last week		. 18.99 —\$ .20	2	7.40 7.12 .28 .36	\$	18.88 18.01 8 .87 .72	\$26.40 25.17 -\$1.28 1.01	3	\$17. 15. —\$2. — 1.	91 50 41	\$24.87 21.51 \$3.36 — 1.73

period a year earlier. However, the year's grand total of 15,207,185,000 lbs. was well below the 16,289,794,000 lbs. processed in 1953. There were considerable increases in the amounts of beef and pork processed compared with the same five weeks of 1953, as well as of sausage room products and lard.

Total volume of sausage room products at 152,674,000 lbs. was up almost 20,000,000 lbs. over the 132,856,000 lbs. prepared in the same five weeks the year before. Volume of steaks, chops and roasts was down at 67,762,000 lbs. compared with 69,054,000 lbs. a year ago.

In proportion to the larger supply of raw product available from a larger number of hogs butchered, slicing of bacon rose to 76,952,000 lbs. from 64,655,000 lbs. in the same five weeks a year earlier. Lard rendering increased about 30 per cent to 233,668,000 lbs. from 178,268,000 lbs. a year ago, with the year's total up, too.

In canning operations, although total volume was up only moderately

MEAT AND MEAT FOOD PRODUCTS CANNED UNDER FEDERAL INSPECTION IN THE FIVE-WEEK PERIOD, NOVEMBER 29, 1954 THROUGH JANUARY 1, 1955

Pounds	of finish	ed product
	ing	Consumer
		packages
stitu	tional	or shelf
	zes	sizes
	3 lbs.	(under
	over)	
Luncheon meat20,1	73,000	17,862,000
Canned bams28,8	61,000	548,000
Corned beef hash 2	34.000	7.910.000
Chili con carne 1.0	01.000	14,493,000
Viennas 2	18,000	5,192,000
	16,000	1.038,000
		833,000
Other potted or deviled		
	47.000	5.849.000
Tamales 2	87,000	2,938,000
Sliced dried beef	9,000	504,000
Liver product		241,000
Meat stew (all product)	72,000	8,833,000
	53,000	3,892,000
Tongue (other than		olocalose
pickled)	45,000	195,000
Vinegar pickled products 1,1	71.000	1,444,000
Bulk sausage		1.349,000
Hamburger, roasted or		210201000
cured beef, meat and		
gravy	76,000	2.514,000
Soups 1,8	347.000	54,578,000
	40,000	277,000
Tripe		745,000
Brains		485,000
Bacon	51.000	77,000
All other meat with	011000	441000
meat and/or meat by-		
products-20% or		
	368,000	9.073,000
		11,848,000
Less than 20% 55,	329.000	152,715,000
	,000	

from last year, product canned in the larger 3-lb. and over size showed a sharp increase to 55,329,000 lbs. compared with 44,837,000 lbs. a year ago. On the other hand, product put up in the under 3-lb. containers declined to 152,715,000 lbs. from 160,841,000 lbs. a year earlier.

Volume of luncheon meat rose to 20,173,000 lbs. from 18,176,000 lbs. a year ago and product in the small cans increased 74 per cent to 17,-862,000 lbs. from 10,268,000 lbs. last year.

#### Lower Meat Prices Cut Production

The decline in the wholesale meat trade, which discouraged marketings of livestock, was reflected in last week's reduced slaughter and meat production as total volume of output declined 5 per cent to 390,000,000 lbs. from 409,000,000 lbs. the week before. The week's output, however, stood 7 per cent larger than the 366,000,000 lbs. produced in the same week a year earlier. Slaughter of all meat animals was down, but that of cattle and hogs was larger than last year. Pork output was about 18 per cent above the same period of last year, and beef 2 per cent larger. Estimated slaughter and meat production by classes appear below:

PORK (Excl. lard)

BEEF

Week ended

					M S	MIII. IDS.		M's	Mil. Ibs	
January	29	1955			353	191.3		1,270	171.3	Pa .
January	22	1966			349	200.0		1,316	179.8	
January	30,	1954			347	187.8		1.079	149.9	
January	30,	1734			341	107.0		1,077	147.7	
						/EAL		AMB AND		TOTAL
Week er	nded			Ni	umber			MUTTON		MEAT
					M's	Mil. Ibs.	Number M's		Production Mil. lbs.	PROD. Mil. Ibs.
January	29.	1955			124	14.0	272		13.3	390
January	22.	1958			128	14.5	302		14.5	409
January :	30,	1954			125	14.7	280		13.4	366
1950-54 H 369,56		H W	EEK'S	KILL:	Cattle,	416,624; Ho	gs, 1,859,21	5; Calves,	182,240; sheep	and lambs,
				4411.1	-144-	154 014. 11.	441 000	0.1	FF 041 1	and tracks
1950-54 L 137,67		W	EEK.2						55,241; sheep	and lambs,
		W	EEK'S		RAGE	WEIGHTS			)	and lambs,
		W	EEK.2	AVE	RAGE	WEIGHTS	AND YIEL	DS (LBS.)	HOGS	
137,67	77.			AVE	RAGE	WEIGHTS CATTLE Dressed	AND YIEL	DS (LBS.)	HOG5	
January	29, 1	955		AVE	RAGE Live	WEIGHTS CATTLE Dressed 542	AND YIEL	DS (LBS.)	HOGS ive Dress	
January S	77. 29. 1	955 955	, pate - 194	AVE	RAGE Live 990	WEIGHTS CATTLE Dressed 542 542	AND YIEL	DS (LBS.)	HOGS ive Dress 44 135 47 137	
January	77. 29. 1	955 955	, pate - 194	AVE	RAGE Live 990	WEIGHTS CATTLE Dressed 542	AND YIEL	DS (LBS.)	HOGS ive Dress	
January S	77. 29. 1	955 955	, pate - 194	AVE	RAGE Live 990 990 987	WEIGHTS CATTLE Dressed 542 542	AND YIEL	DS (LBS.)	HOGS ive Dress 44 135 47 137 42 139	
January S	77. 29. 1	955 955	, pate - 194	AVE	RAGE Live 990 990 987	WEIGHTS CATTLE Dressed 542 542 541	AND YIEL	LI 2 2 2 2	HOGS ive Dress 44 135 47 137 42 139	sed
January S	77. 29. 1	955 955	, pate - 194	AVE	RAGE 1990 1990 1990 1987	WEIGHTS  CATTLE  Dressed 542 542 541 CALVES	AND YIEL	LI 2 2 2 2 2 2 2 2 2 2	HOGS ive Dress 44 135 47 137 42 139	and
January : January : January : January :	29, 1 22, 1 30, 1	955 955 954	And	AVE	RAGE 990 990 987 Live	WEIGHTS  CATTLE  Dressed 542 542 541 CALVES	AND YIEL	LI 2 2 2 2 2 EP AND LAMBS	HOGS ive Dress 44 135 47 137 42 139	RD PROD.
January : January : January : January :	29, 1 22, 1 30, 1	955 955 954	And	AVE	RAGE 990 990 987 Live	WEIGHTS CATTLE Dressed 542 542 541 CALVES Dressed	SHE	LI 2 2 2 2 2 EP AND LAMBS Dressed	HOGS (ve Dress 44 135 47 137 42 139 LA Per cwt.	RD PROD.

#### **AMI PROVISION STOCKS**

Total pork holdings of 353,300,000 lbs. on January 29 showed an increase of 6 per cent over January 15 stocks of 334,700,000 lbs. and were 18 per cent larger than the 300,200,000 lbs. on January 30, 1954, the American Meat Institute has reported.

Lard and rendered pork fat holdings totaled 77,500,000 lbs. compared with 74,300,000 lbs, two weeks before and 57,800,000 lbs. a year earlier.

The accompanying table shows stocks as percentages of holdings two

weeks before and a	year ear	rlier:
	Perce Inven	stocks, as entage of tories on
	Jan. 15 1955	Jan. 30 1954
HAMS:		
Cured, S.PD.C	111	109
Frozen for cure, S.P. & D.	C. 110	113
Total hams	111	112
PICNICS:		
Cured, S.P. & D.C	. 112	152
Frozen for cure, S.P. & D.	C. 99	86
Total picnies	103	100
BELLIES:		
Cured, D.S	99	136
Frozen for cure, D.S	. 137	129
Frozen for cure, S.P. & D.	C. 105	150
OTHER CURED MEATS:		
Total other	111	
FAT BACKS:		
Cured, D.S	95	89
FROZEN FRESH:		
Loins, spareribs, trimming other. Totals	102	132
TOT. ALL PORK MEATS	. 106	118
LARD	105	135
RENDERED PORK FAT	. 97	119

#### **B&D SCRIBE SAWS**

for PORK \_ for BEEF



B&D Pork Scribe Saw in-creases profits two ways . . . scribes 500 sides per hour . . . eliminates scribe marks on bellies thus assuring a full yield.

B&D Beef Scribe Saw scribes faster, cleaner and more ac-curately than any other meth-od. . . eliminates ragged edges, bone splinters and costly miscuts.

No. 5 in a series of B&D advertisements

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NORTH BERGEN, N.J.

WHOL

Native s Prime, Choice Choice Good, Commo Canne Bulls

5 Hindq Forequ Round Trimn Regul Short Flank Hinda

Foreque Round Trimi Regul Forest Briske Rib . Flank Good: Roune Regul Brisk cow

5/up ra Bulls, l Knuckl Insides Outside

3/dn. r 3/4 rar 4/5 rar

Tongue Hearts Livers, Livers, Lips, s Lips, Tripe, Tripe,

W

Hams, read Hams wra Hams read Bacon

Prime Prime

FEB

# Meat and supplies

#### CHICAGO

# prices

WHOLESALE	FRESH	MEATS
CARCA	SS BEE	F

(1.c.1.	p	r	×(	34	28	3)		
Native steers							Feb.	1, 1955
Prime, 600/700								49
Choice, 500/700								42
Choice, 700/800								41
Good, 700/800 .								34
Commercial cov	WE	B					.22	@ 221/2
Canner & cutte	T	1	CI	D'	W	8		211/2
Bulls								27

#### STEER BEEF CUTS

(1.c.1.	prices)

Prime:		
Hindquarter	61.5@	63.0
Forequarter	41.0@	43.0
Round	48.00	50.0
Trimmed full loin	102.00	105.0
Regular chuck	38.0@	39.0
Foreshank	14.0@	18.0
Brisket	36.00	
Rib	82.0@	84.0
Short plate	12.00	14.0
Flanks (rough)	13.00	14.0
Choice:	10.0tt	11.0
	** 00	70.0
Hindquarter	51.0@	52.0
Forequarter	34.0@	35.5
Round	46.0@	47.0
Trimmed full loin	77.0@	80.0
Regular chuck	36.0@	37.0
Foreshank	14.0@	18.0
Brisket	36.0@	38.0
Rib	57.0@	60.0
Short plate	12.0@	14.0
Flanks (rough)	13.0@	14.0
Good:		
Round	45.0@	46.0
Regular chuck	34.0@	35.0
Brisket	35.0@	37.0
Rib	45.00	48.0
Loins	59.0@	62.0
AJOHED	55.00	06.0

#### COW & BULL TENDERLOINS

3/dn.	rang	e cows	(frozen	).	.52@54
3/4 rs	inge	cows	(frozen)		.65@66
					.70@73
			(frozen)		
Bulls.	5/11	0			86@90

#### BEEF HAM SETS

Knuckles		uj	)			۰	۰							39
Insides,				0	0	٠	0	,		a		0	0	39
Outsides,	8/up	-	9	0	۰	0			۰		۰	0		35

#### **BEEF PRODUCTS**

Tongue	18		1	N	0	ı.		1								.30	@35
Hearts			rv	e	g	u	l	A!	r			i					12
Livers,		8	e	1	e	G.	ti	ee	ì		۰					.30	@31
Livers,		r	e	g	u	1	a	r		٠				۰			20
Lips, 8	e	a	l	đ	e	d						۰	٠		٠		91
Lips,	(a)	n	S	C	A.	k	ŀ	ec	î								81
Tripe,	8	e	a	b	d	e	d			,		٠			٠		6
Tripe,	(	36	H	1	86	4	1							٠	٠		61
Lungs			*		*		*		×	*		*		*	×		7
Melts					0												
Udders																	51

#### FANCY MEATS (l.c.l. prices)

Beef tongues, corned	40
Veal breads, under 12 oz.	60
12 oz. up	98
Calf tongue, 1 lb./down.	27
Ox tails, under % lb	16
Ox tails, over % 1b	18
7, 101 1111	4.0

#### WHOLESALE SMOKED

Hams.	skinned,	14/16	lbs.	
	ped			50
Hams,	skinned.	14/16	lbs.	
	r-to-eat, v			52
	skinned,			
	ped			47
	skinned.			
	r-to-eat. v			49
	fancy, t			
	off, 8/10 1			50
	fancy s			
	12/14 lbs			43
	No. 1 8			53
open	faced lay	rers		33
	VEAL-	CHIN	OFF	

(Carcass)
(l.c.l. prices)
Prime, 80/110\$50,00@51.00
Prime, 110/150 48,00@50,00
Choice, 50/80 41.00@43.00
Choice, 80/110 47.00@48.00
Choice, 110/150 46,00@47.09
Good, 50/80 35,00@37,00
Good, 80/110 41,00@43,00
Commercial, all wts 32,00@37.00

#### CAPCASS MUTTON

	(l.c.l.				۰	1	•	•
Choice.	70/down							16@17
Good. 7	0/down							15@16

	-	4	•	•	•	-				••	•	10	
	(1.0	2	1			p	r	k	36	28	ij		
Prime,	40/50												.42@43
Prime,	50/60								٠		۰		.40@42
Choice,	40/50								٠				.41@42
Choice,	50/60						į.						.39@41
Good, a													

#### SAUSAGE MATERIALS-

FRESH	
Pork trim., reg. 40%	
bbls14	@141/2
Pork trim., guar. 50%	
lean, bbls	@161/2
Pork trim., 80% lean,	@33
Pork trim., 95% lean.	was
bbls	6.6043
Dowk hond mont	20
Pork cheek meat, trim.,	
bbls,22	@ 221/2
C. C. cow meat, bbls	30
Bull meat, bon'ls, bbls	351/2
Beef trim., 75/85 bbls	22
Beef trim., 85/90 bbls	25
Bon'ls chucks, bbls Beef cheek meat, trmd.,	$29\frac{1}{2}$
bbls	1736
Beef head meat, bbls	15
Shank meat, bbls	311/4
Veal trim., bon'ls, bbls	26

#### FRESH PORK AND

FORK PRODUCTS	
Hams, skinned, 10/12	45
Hams, skinned, 12/14	42
Hams, skinned, 14/16	40
Pork loins, reg., 8/1237	@371/2
Pork loins, bon'ls, 100's.	68
	29
Picnics, 4/6 lbs., loose	26
Picnics, 6/8 lbs,	24
Pork livers 9	@10
Boston butts, 4/8 lbs30	@301/2
Tenderloins, fresh, 10's80	@82
Neck bones, bbls 7	@ 8
Brains, 10's 9	@10
Ears, 30's10	@11
Snouts, lean in, 100's 7	@ 8
Feet, s.c., 30's 6	@ 7

#### SAUSAGE CASINGS

(l.c.l. prices quoted to manu-

facturers of sausage	)	
Beef casings:		
Domestic rounds, 1% to		
1½ inch Domestic rounds, over	55@	70
Domestic rounds, over	65	
11/2 inch, 140 pack	70@1	.10
Export rounds, wide,		
Export rounds, wide, over 1½ inch1	.30@1	.45
Export rounds, medium.		
1% @1½ inch	85@1	.05
Export rounds, narrow,		
11/4 inch, under1		
No. 1 weas., 24 in. up.	13@	16
No. 1 weas., 22 in. up.	9@	13
No. 2 weasands	8@	10
No. 2 weasands Middles, sew., 1%/21/4 in.		
in.	95@1	.35
Middles, select, wide, 2@21/2 in		-
2@2½ in1	.25@1	.65
Middles, extra select,	0.00	-
21/4 (@) 21/2 10	.95002	20
Middles, extra select, 2½ @2½ in	20(0)	01
Dried on self bledders	2000	24
Dried or salt, bladders, piece:		
9.10 in wide flat	80	19
10.19 in wide flat	960	10
8-10 in. wide, flat 10-12 in. wide, flat 12-15 in. wide, flat	16@	20
Pork casings:	-049	
Extra narrow, 20 mm.		
& dn	.00@4	.25
Narrow. mediums, 29@32 mm		
29@32 mm3	.65@4	.15
32@35 mm2	.70@3	.00
Spec., med., 35@35 mm.1	.80m2	.10
Export bungs, 34 in. cut	42@	52
Lge. pr. bungs, 34 in	32@	35
Med. prime bungs, 34		
in. cut	23 m	28
Small prime bungs	12@	20
Med. prime bungs, 34 in. cut Small prime bungs Hog middles, 1 per set, cap. off	***	-
cap, on	99 (tr	10
Sheep Casings (per hank): 26/28 mm4	7005	00
24/26 mm	45.004	00
20/22 mm	20@3	85
18/20 mm	15@2	85
16/18 mm1	35@1	90
	ur	.00

#### DRY SAUSAGE

	U	1.1	e,	, £	۰		F	1	3	e	e	5	,			
Cervelat, c	h.		ì	10	1	ž	1	b	u	n	g	8			84@	87
Thuringer							۰		٠				۰		43@	47
Farmer													۰		68@	70
Holsteiner														۰	70@	72
B. C. Salan															77@	79
Genoa style		88	t]	la	2	n	i		0	t	ì.				91@	95

# leading packing plants

are making money every day

with

GREASE INTERCEPTORS

Josam Series "JH" Interceptors allow you to turn waste grease into a steady profit at the turn of a valve! Meat packing and food processing plants are finding this interceptor an easy, profitable way to collect and dispose of grease and fats.

Draws off grease automatically at the turn of a valve.



• With the Josam "JH" Grease Interceptor you draw off intercepted grease to a convenient storage container at the turn of a valve. You never need to re-move cover. Grease flows out of draw-off nozzle—no odor, no mess, no inconvenience. Intercepts over 95% of grease in waste water—prevents pipe lines from clogging.

This grease is readily salable because it is relatively pure. Why lose this valuable grease? Why risk cita-tion by your local health authorities for violating ordinances forbidding dumping of hazardous waste matter? Find out how hundreds of plants throughout the U.S. are turning waste grease into profits—by sending coupon below today!

#### JOSAM MANUFACTURING COMPANY

General Offices and Manufacturing Division MICHIGAN CITY, INDIANA



JOSAM MANUFACTURING COMPANY Dept. NP . Michigan City, Indiana

Please send complete details on Series "JH" Grease Interceptors.

NAME	
FIRM	
ADDRESS	
CITY	ZONE STATE





#### Centralize

Keep warm air of room from entering every time door is opened by using a Reco Fan.

Blows Downward.

SAVES ITS COST CONTINUOUSLY EVERY MONTH IT IS IN USE.

RELECTRIC COMPANY

3089 River Road

Established 1900

River Grove, III.



#### DOMESTIC SAUSAGE

(i.c.i. prices)	
Pork sausage, hog. cas	38
Pork sausage, sheep cas. 471/4 @4	19
Frankfurters, sheep cas. 47 @4	18
Frankfurters, skinless371/2@3	391/2
Bologna (ring)35% @4	12
Bologna, artificial cas331/4 @4	12
Smoked liver, hog bungs. 39% @4	11%
New Eng. lunch., spec57 @6	30
Souse	30%
Polish sausage, smoked42 @6	30
	381/4
Olive loaf	1116
Pepper loaf	551/2
Smokie snacks	171/2
Smokie links	121/2

#### SPICES

(Basis Chgo., orig. bbls., bags, bales)

0.000-7	
Whole	Ground
Allspice, prime1.13	1.22
Resifted1.17	1.25
Chili Powder	47
Chili Pepper	47
Cloves, Zanzibar 78	82
Ginger, Jam., unbl 48	54
Mace, fancy, Banda1.70	1.90
West Indies	1.65
	1.75
Mustard flour, fancy	37
No. 1	
	55
	51
Pepper, Cayenne	4.0
Red, No. 1	53
Pepper:	
White 89	95
Black 59	65

#### SEEDS AND HERBS

(1	.c.l.	prices	)
		•	Ground
	7	Whole	for Sausage
Caraway seed	1	. 28	33
Cominos seed		26	30
Mustard seed	1.		
fancy		. 23	
Yellow Amer	ican.	. 20	
Oregano		. 34	41
Coriander, M	orocc	0.	
Natural No			21
Marjoram, Fr	rench	46	52
Sage, Dalma	tian.		O.E.
No. 1			64
		20	0.

#### CURING MATERIALS

	Cwt.
Nitrite of soda, in 400-lb.	
bbls., del. or f.o.b. Chgo.	.\$10.31
Saltpeter, n. ton, f.o.b. N.Y	
Dbl. refined gran	
Small crystals	. 14.00
Medium crystals	. 15.40
Pure rfd., gran, nitrate of	
soda	5.25
Pure rfd., powdered nitrate	
of soda	. 6.25
Salt, in min. car. of 45,000	0
lbs. only, paper sacked, f.o.l	
Chgo.; Gran. (ton)	. 27.00
Rock, per ton in 100-lb	
bags, f.o.b. whse., Chgo.	. 26.00
Sugar-	
Raw, 96 basis, f.o.b. N.Y.	6.00
Refined standard cane	
gran., basis	
Packers, curing sugar, 100-lb	
bags, f.o.b. Reserve, La.	
less 2%	. 8.10
Dextrose, per cwt.	
Cerelose, Reg. No. 53	
Ex-Whse., Chicago	. 7.45

#### PACIFIC COAST WHOLESALE MEAT PRICES

Los Angeles Feb. 1	San Francisco Feb. 1	No. Portland Feb. 1
FRESH BEEF (Carcass):		2001 2
STEERS:		
Choice:		
500-600 lbs\$39,00@41.00 600-700 lbs 38.50@40.00	\$41.00@42.00	\$40.00@42.50
	39.00@41.00	39.00@42.00
Good: 500-600 lbs 34.00@37.00	38.00@40.00	37.00@40.00
600-700 lbs	36.00@38.00	36.00@39.00
Commercial:		
350-500 lbs. , 31.00@34.00	36.00@38.00	32.00@37.00
COW:		
Commercial, all wts 22.00@24.00	25.00@30.00	24.00@31.00
Utility, all wts 21.00@23.00	22.00@26.00	22.00@28.00
FRESH CALF: (Skin-Off) Choice:	(8kin-Off)	(Skin-Off)
200 lbs. down 36.00@39.00	None quoted	38.00@42.00
Good:	Transc quarea	00100 18 12100
200 lbs. down 34.00@37.00	38.00@40.00	36.00@40.00
LAMB (Carcass):		
Prime:		
40-50 lbs 40.00@41.00	41.00@43.00	41.00@43.00
50-60 lbs 38.00@40.00 Choice:	40.00@41.00	40.00@42.00
40-50 lbs 40.00@41.00	41.00@43.00	41.00@43.00
50-60 lbs 38.00@40.00	39.00@41.00	40.00@42.00
Good, all wts 37.00@40.00	37.00@39.00	38.00@41.00
MUTTON (EWE):		
Choice, 70 lbs. down 24.00@25.00	None quoted	18.00@21.00
Good, 70 lbs. down 24.00@25.00	None quoted	18.00@21.00
FRESH PORK (Carcass): (Packer Style)	(Shipper Style)	(Shipper Style)
80-120 lbs None quoted	34.00@38.00	None quoted
120-160 lbs 29.50@31.00	30.00@35.00	29.00@30.50
FRESH PORK CUTS No. 1:		
LOINS:		
8-10 lbs 41.00@45.00	48.00 @ 50.00	44.00@47.00
10-12 lbs	45.00@48.00 42.00@44.00	44.00@47.00
************		43.00@47.00
PICNICS: (Smoked) 4-8 lbs	(Smoked) 34.00@38.00	(Smoked) 32,00@36.06
HAMS. Skinned:	01.000000	52.00(250.00
12-16 lbs 46,00@52,00	52.00@56.00	52,00@55.00
16-18 lbs	48.00@52.00	51.00@53.00
BACON, "Dry Cure" No. 1:		
6- 8 lbs	55.00@60.00	53.00@58.00
8-10 lbs	52.00@56.00 $48.00@52.00$	51.00@54.00
LARD, Refined:	10.000032.00	47.00@51.00
1-lb. cartons 17.00@18.50	18.00@19.00	17.00@18.50
50-lb. cartons & cans. 15.50@18.25	16.00@18.00	None quoted
Tierces 15.00@17.75	16.00@17.00	16.00@18.00

HAM BACON

LARD SAUSAGE

© THE H. H. MEYER PACKING CO. . CINCINNATI 14, OHIO

WHOLE

Prime, Prime, Choice, Choice, Good, Comme

Hindqt Hindqt Rounds Rounds flank flank Short Short Flanks Ribs Arm of Briske Plates Foreqt Arm of Briske Choice !

Hindq Hindq Round Round flan Short Short Flank Ribs Arm Arm Brisk Plate Foreq Arm Brisk

Veal by 6 to 12 or Beef 1 Beef k Oxtails

Prime, Prime, Choice Choice Choice

Prime Prime Prime Choice Good, LIV

Can the

Pro STO

Toro Mon Win Calg Edn Lett Pr. Moo Sasi Reg Van

FE

# MARKET PRICES

#### NEW YORK

### WHOLESALE FRESH MEATS CARCASS BEEF

41

 $\frac{21}{52}$ 

64 Cwt. 10.31 11.25 14.00 15.40 5.25

6.25

6.00 6.00 8.30 8.10

and

2.50

7.00

ff)

2.00

00.0

.00

.00

00 00 00

R

Feb. 1, 1955 Western Per Cwt. (l.c.l. prices)

ŝ	teer:									
	Prime,	700/800	0					. 1	\$49.50@	50.50
	Prime,	800/90	0						49.00@	49.50
	Choice,	600/80	00				ì		44.506	46.50
	Choice,	800/90	10		ĺ.				44.006	44.50
	Good, !	500/700							40.00@	42.00
	Comme									
	Cow. e	ommerc	is	i		Ī			28.00%	
									23.00%	

#### BEEF CUTS (l.c.l. prices)

Prime Steer:	City
Hindqtrs., 600/800	62.0@ 65.0
Hindqtrs., 800/900	60.06 63.0
Rounds, flank off	49.06 50.0
Rounds, diamond bone,	
flank off	51.0@ 52.0
Short loins, untrim	95.0@110.0
	135.0@155.0
Flanks	13.0@ 14.0
Ribs (7 bone cut)	80.0@ 85.0
Arm chucks	40.0@ 42.0
Briskets	35.0@ 36.0
Plates	15.0@ 16.0
Foregtrs. (Kosher)	
Arm chucks (Kosher)	49.0@ 51.0
Briskets (Kosher)	34.0@ 36.0
Choice Steer:	
Hindqtrs., 600/800	55.0@ 58.0
Hindqtrs., 800/900	52.0@ 53.0
Rounds, flank off	48.0@ 49.0
Rounds, diamond bone,	
flank off	49.0@ 51.0
Short loins, untrim	70.0@ 82.0
Short loins, trim	93.0@113.0
Flanks	13.0@ 14.0
Ribs (7 bone cut)	62.0@ 67.0
Arm chucks	37.0@ 40.0
Briskets	35.0@ 36.0
Plates	15.00 16.0
Foregtrs. (Kosher)	36.0@ 42.0
Arm chucks (Kosher)	
Briskets (Kosher)	34.0@ 36.0

#### FANCY MEATS

(l.c.l. prices)

Veal breads, under 6 oz.	Cwt. \$55.00
6 to 12 oz	53.00@54.00
12 oz. up	86.00@88.00
Beef livers, selected	
Beef kidneys	12.00
Oxtails, over 3/4 lbs	14.00

#### LAMBS

(l.c.l. prices)

(1.	e	.1	l.		ĸ	)1	1	c	es	)
										City
Prime, 30/40									.8	47.00@ 48.00
Prime, 40/45										48.00@ 50.00
Prime, 45/55										46.00@48.00
Choice, 30/40										45.00@47.00
Choice, 40/45		ì	ì							46.00@48.00
Choice, 45/55										43.00@45.00
Good, 30/40										44.00@46.00
Good, 40/45	i									45.00@47.00
Good, 45/55										41.00@42.00
	-						•			Western
Prime, 40/45									. 9	42.00@44.00
Prime, 45/50										42.00@ 44.00
Prime, 50/55										42.00@44.00
Choice, 55/do	v	VI	n	Ť						41.00@ 43.00
Good, all wts										39.00@41.00

#### FRESH PORK CUTS

(l.c.l. prices)

Western
\$39.00@42.00
38.00@39.00
44.00@48.00
35.00@38.00
36.00@39.00
28.00
44.00
City
\$47.00@51.00
43.00@45.00
39,00@43.00
32.00@ 34.00
35.00@39.00
37.00@42.00

#### VEAL-SKIN OFF

(l.c.l. prices)

	(4.0.	3.		ъ	"	a,	10	Ç,	
				_					Western
Prime,	80/110		۰						\$49.00@52.00
Prime,	110/150							۰	49.00@ 52.00
Choice,	80/110								45.00@48.00
Choice,	110/150								45,00@47.00
Good.	50/ 80								36,00@37.00
Good.	80/110								42.00@43.00
Good.	110/150								41,00@43.00
Comme	rcial, a	11		٧	V	t	١.		30.00@38.00

#### DRESSED HOGS

			prices)											
			d on,											
50	to	75	lbs.						.8	25	0,6	06	32.0	0
75	to	100	lbs.							25	0.6	06	32.0	0
100	to	125	lbs.							25	0.6	06	32.0	0
125	to	150	lbs.		٠	a				25	0.0	06	32.0	0

#### BUTCHERS' FAT

											Cwt.
Shop fat											. \$2.25
Breast fat .											. 3.25
Inedible sue	t						٠				. 3.50
Edible suet						٠		٠	۰	۰	. 3.50

### LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, Feb. 2, were reported as follows:

CATTLE:	
Steers, ch. & pr \$	30.00@ 32.00
Steers, choice	24.50@ 28.50
Steers, good	18.50@23.00
	16.50@17.00
	23.00@24.00
Heifers, com'l & gd.	
Cows, util. & com'l.	
Cows, can. & cut	
Bulls, util. & com'l.	11.50@ 14.50
HOGS:	
Choice, 180/210	16,50@17.50
Choice, 210/220	16.50@17.50
Choice, 220/230	16,50@17.50
Good, 230/300	15.00@17.00
Sows, 400/down	14.50@15.25
LAMBS:	

Good & prime ..... 20,00@21.50

#### LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average price per cwt., paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Jan. 22, compared with the same time 1954, was reported to The National Provisioner by the Canadian Department of Agriculture as follows:

STOCK- YARDS	GOO STEE Up	RS	CALV Good Choi	ES	HOC Grade Dres	e Bi	LAN Go Handy	od
	1955	1954	1955	1954	1955	1954	1955	1954
	\$19.66	\$18,50	\$25,38	\$27.00	\$26.38	\$35.10	\$23.21	\$23,50
Montreal	20,50	18.00	24,15	27.50	27.35	35.60	19.00	20.00
Winnipeg	19.25	16.64	26,30	28,39	23,25	32.10	17.41	20.90
Calgary	18.74	17.60	20.49	23,73	22.80	33,45	17.84	19.50
Edmonton	18.75	16.10	20.50	22.00	23.50	34.10	18.85	20.85
Lethbridge	19.30	17.00			23,00	33,22	17.50	20.00
Pr. Albert	17.75	15.75	20.50	21.50	21.65	31.10	15.50	18.50
Moose Jaw		16.10	20.00	16.00	21.90	31.10		****
Saskatoon	18.00	15,80	23.50	26,50	22.00	31.10	17.00	****
Regina	17.20	15.75	21.75	25.50	22.00	31.10	16.00	
Vancouver	18.55		18.40		23.90		16 75	

\*Dominion Government premiums not included.



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TOO COMPLEX

AMERICAN HAIR & FELT COMPANY

MERCHANDISE MART . CHICAGO 54, ILLINOIS

# BY-PRODUCTS ... FATS AND OILS

#### BY-PRODUCTS MARKET

PTOOD

BLOOD	
Wednesday, Jan. 26, 1955 Unground, per unit of ammonia (bulk)	Unit
DIGESTER FEED TANKAGE MATERIA	
Wet rendered, unground, loose  Low test **07.00@  Med. test **07.00@  High test **100 tick tank cars **2.50@	7.25 7.00r
PACKINGHOUSE FEEDS Carlots, pe	

%	meat, bone scraps, bagged \$	75.00@ 80.00
%	meat, bone scraps, bulk	72.50@ 77.50
%	meat scraps, bagged	87.00
%	digester tankage, bagged	85.00@ 89.00
%	digester tankage, bulk	80.00@ 86.50
%	blood meal, bagged	130.00@150.00
0%	steamed bone meal, bagged	
	(spec. prep.)	80.00
%	steamed bone meal, bagged.	75.00

FERTILIZER MATERIALS
grade tankage, ground,   0.00   unit ammonia

	L	RY	REN	DERE	ED	TA.	NKA	GE	
Low Med. High	test, test, test,	per per per	unit unit unit	prot. prot. prot.				*1.406	*1.50 *1.45 ()1.45
	GE	LAT	TINE	AND	GI	UE	ST	ocks	

			Per cwt.
Calf trimmings	(limed)		. 1.35@ 1.50
Hide trimmings	(green	salted)	. 6.00@ 7.00
Cattle jaws, se	eraps, a	nd knuckle	8.
per ton			
Pig skin scrap	s and t	rimmings.	
ner lh.			634 @ 7

ANIMAL HAIR	
Winter coil dried, per ton	*120.00@125.00
Summer coil dried, per ton	*55.00@ 60.00n
Cattle switches, per piece	
Winter processed, gray, lb	
Summer processed, gray, lb	. 11@12

n-nominal a-asked \*Ouoted delivered

#### TALLOWS and GREASES

Wednesday, Feb. 2, 1955

Producers maintained a firm hold on materials late last week, and as a result, some buyers stepped into the market and paid fractionally higher prices. Bleachable fancy tallows sold at 81/4@81/2c, prime tallow, 8@81/4c; special tallow, 73/4@8c; and yellow grease at 71/4@73/sc, all c.a.f. Chicago. A few tanks of original fancy tallow sold at 81/2c, Chicago basis. Several tanks of bleachable fancy tallow traded at 9c, c.a.f. New York. Several tanks of yellow grease sold at 7%c, c.a.f. east. Edible tallow was bid at 91/2c, Chicago basis, but held at 9%c. Not all hog choice white grease was bid at 81/sc and B-white grease at 73/4c, Chicago. There was inquiry for all hog choice white grease at 87sc, c.a.f. east.

In moderately active trading Tuesday, bleachable fancy tallow sold at 81/4c, prime tallow at 8c, special tallow and B-white grease at 73/4c, No. 1 tallow at 7½c, and yellow grease at 7¼@7%c, all c.a.f. Chicago. All hog choice white grease was available at 8%c, c.a.f. east, but bid about 1/4c lower.

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Sale

The soft undertone still persisted at midweek, as bleachable fancy tallow was offered at 81/4c and prime tallow at 8c, c.a.f. Chicago. A few tanks of No. 1 tallow sold at 71/2c and No. 2 tallow at 61/2c, c.a.f. Chicago, steady. Two tanks of yellow grease traded at 71/4c, delivered Chicago. All hog choice white grease was available at 83/4@87/sc c.a.f. east, depending on production. Several tanks of bleachable fancy tallow reportedly sold at 85sc, c.a.f. New York. Some product was held at 83/4c later. Yellow grease was bid at 7%@ 73/4, production considered.

TALLOWS: Wednesday's quotations: edible tallow 91/2@93/4c; original fancy tallow, 81/2c; bleachable fancy tallow, 84c; prime tallow, 8c; special tallow, 7¾c; No. 1 tallow, 7½c; and No. 2 tallow, 6½c.

GREASES: Wednesday's quotations: choice white grease, not all hog, 81/sc; B-white grease, 73/4c; yellow grease, 74c; house grease, 64@7c; brown grease, 6@64c. The all hog choice white grease was quoted at 83/4@-8%c, c.a.f. east.

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94

#### **EASTERN BY-PRODUCTS**

New York, Feb. 2, 1955 Dried blood was quoted Wednesday at \$6.75 per unit of ammonia. Low test wet rendered tankage was listed at \$6.25 per unit of ammonia and dry rendered tankage was priced at \$1.40 per protein unit.

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#### VEGETABLE OILS

Wednesday, February 2, 1955

Due to hedging on the part of both buyers and sellers of vegetable oils, there was little done in the way of trading Monday.

Sales of soybean oil were spotty and, in some cases, difficult to confirm. Scattered February shipment sold at 12c, and first-half February shipment reportedly cashed at 121/8c. Early March shipment was reported to have sold at 12c.

The cottonseed oil market was generally steady, with trading in the Valley at good locations at 12%c. The market in the Southeast was nominal at 13c. Offerings in Texas were priced at 121/2c at common points, and at 125%c, Waco basis, all without

Corn oil was bid at 13%c, but most sources pegged the market nominal at that price. Peanut oil was sought at 18c, but movement was lacking. Coconut oil was available at 123/4c, but best bids were at 125%c.

Volume of trading of soybean oil Tuesday was described as light to fair, with prices easing in the afternoon. Immediate shipment sold early at 121/sc, but later sales of scattered February through early March shipments were made at 12c. Refiners were reportedly the main buyers. The easiness in cash bean oil was attributed to the lower soybean futures market.

Cottonseed oil was offered at 127%c in the Valley, and later sold at that level. Offerings were reported available in the Southeast at 13c, but no trading was heard. The market in Texas was difficult to define, with offerings priced at 125/sc and 121/2c, depending on location, and unconfirmed trading at 121/2c at favorable locations and also at Lubbock.

No trading of corn oil was reported, with 13%c quoted on a nominal basis. Peanut oil was offered at 181/4c, but buying interest continued at 18c. The coconut oil market was also featureless and quoted at 125%c, nominally.

Although a good volume of sovbean oil was traded very late Tuesday, midweek activity was slow. Prices held generally steady, and firsthalf and scattered February shipment cashed at 12c. Scattered March shipment sold first at 11%c, but later sales were made at 12c.

There were sales in the Valley of cottonseed oil at 123/4c, but offerings were generally priced at 127sc. In Texas, 121/2c was paid at both Lubbock and Waco. No movement of cottonseed oil was uncovered in the Southeast, but offerings were priced at 13c and 131/sc.

Corn oil was bid at 131/4c and offered at 13%c, without action. Inquiry for peanut oil at 18c went unfilled. The coconut oil market was stronger on a nominal basis at 123/4c.

CORN OIL: Bid midweek at last midweek's prices.

SOYBEAN OIL: Most positions trade at 12c, 4c off last week's price. PEANUT OIL: Inquiry at 18c un-

filled. COCONUT OIL: Unchanged from

last week. COTTONSEED OIL: Prices about steady with previous week.

Cottonseed oil futures in New York were quoted as follows:

#### FRIDAY, JAN. 28, 1955

Low Close

Open High

		4.11			10.400	10.000	
		14,95b			14.96	14.97b	
		14.88b			14.90	14.94b	
Dec.		14,88b			14.88	14.96b	
Jan.		14.80n			14.75n	14.85n	
Sal	les! ?	9 lots.					
	- 4	MONDA	AY, JA	N. 31,	1955		
Mar.		15.15b			15.14b	15.19b	
May		15.20b		15.19	15.22	15.26	
					15,16b		
		14,90b	14.90				
		14.80b			14.84b	14.90	
Dec.		14.80b	14.84	14.84	14.86b	14.88	
Jan.		14.70n			14.80n	14.75n	
Sa	les: 2	9 lots.					
		TUESI	DAY, F	EB. 1.	1955		
Mar.	L	15.10b	15.12	15.08	15.07b	15.14b	
		15,22b	15.22	15.17	15.18b	15,22	
		15.15b		15.11	15.13b	15.16b	
Sept.		14,90b	14.90	14.90	14.90	14.90b	
Oct.		14.80b			14.80b	14.84b	

	1	WEDNE	SDAY,	FEB. 2.	1955	
Sal	les: 4	6 lots.				
Jan.		14.70n			14.75n	14.80n
Dec.		14.80b	14.84	14.82	14.84	14.86b
Oct.		14.80b			14.80b	14.84b
Sept.		14.90b	14.90	14.90	14.90	14.90b
July		15.15b	15.12	15.11	15.13b	15.16b
		15.22b			15.18b	15,22

		WEDNE	BDAI,	Lube, w.	1000	
Mar		15.05b	15.16	15.12	15.15b	15.07b
May .		15.17b	15.21	15.17	15.226	15.18b
July		15.08b	15.20	15.20	12.20	15.13b
Sept.		14.80b			14.90b	14.90
Oct		14.75b			14.82b	14.80b
Dec.		14.75b			14.85b	14.84
Jan		14.65b			14.75n	14.75n
Sales	8:	27 lets.				

#### Seeks Offers To Package. **Process Cottonseed Oil**

The U.S. Department of Agriculture has asked for offers to process and package approximately 3,817,-250 lbs. of hydrogenated cottonseed oil (shortening type) from CCC owned stocks of once-refined cottonseed oil for domestic distribution with Section 32 funds to the school lunch program and welfare outlets, including charitable institutions and needy persons.

Offers on form OPO-8/55 must be received by USDA not later than 5 p.m. (EST) February 14 for acceptance by midnight February 16. Of the quantity required, 3,509,748 lbs. are to be packed in 3-lb. cans, and 307,500 lbs. in 50-lb. cans. Cans must be packed in new domestic cases

Bids should show delivery schedule, which is desired during March and April 1955. No extension of this delivery period is contemplated, and delivery schedules submitted must allow time for sampling and testing prior to delivery.

Offer forms and the announcement may be obtained from the Oils and Peanut Division, Commodity Stabilization Service, U. S. Department of Agriculture, Washington 25, D. C.

#### VEGETABLE OILS

#### **OLEOMARGARINE**

Wednesday, Feb. 2, 1955
White domestic vegetable 26
Yellow quarters 28
Milk churned pastry 26
Water churned pastry 25 OLEO OILS (F.O.B. Chicago) 

Pd-paid, n-nominal, b-bld, a-asked,

DICED SWEET RED PEPPERS

FIRST AND FOREMOST IN



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# MEYERCORD strikes DECAL



If your requirements call for a brilliant gold in your truck or fleet car decal signs...you can have it now! Meyercord now offers the finest gold metallic color for decal applications that has the richness, gloss and brilliance of the precious metal. No longer need you be satisfied with dark bronzes or other make-shift "golds" that, at best, are only poor imitations of the real thing. New Meyercord gold is an exclusive development of our own laboratory. Exhaustive tests are now completed... and new decal gold is now available commercially either alone or in combination with any number of separate colors your truck decal signs may call for.

#### **Durability and Long Service Proved in Tests**

New Meyercord decal gold maintains its color and lustrous brilliance even when subjected to the most difficult weather conditions. Tests prove it! We've baked Meyercord Gold in the broiling Texas summer sun... we've splashed it with the salt and sand from the city's slush covered wintry streets. Through it all, Meyercord Gold remained bright and true to color. See new Meyercord Gold decals for truck and fleet car use... just drop us a line on your company letterhead and we will see that you receive samples.



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Write today for your FREE copy of Meyercord's "Ads on Wheels" booklet. It shows Meyercord truck decals in actual colors... packed with suggestions for making profitable use of your "moving billboards." Address:

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#### CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service
CASH PRICES

	CHICAGO BASIS			(Square Cu	C)
WE	DNESDAY, FEB. 2,	1955		Fresh or F.F.	A. Frozen
	REGULAR HAMS				
			6- 8	35n	35n
	Fresh or F.F.A.	Frozen	8-10	35a	35n
8-10	42½n	421/2n	10-12	291/2a	30
0-12	42½n	421/2n	12-14	281/2	281/2
2-14	38n	38n	14-16	25	25
4-16	35½n	35 1/2 n	16-18	23	23
6-18	33½n	33 ½ n	18-20	21	21
8-20					
	32½n	32½n			
20-22	31½n	31 ½ n		GR. AMN.	D. 8.
	SWINNER WAR			BELLIES	BELLIES
	SKINNED HAMS				Clear
0-12	45n	45	18-20	181/4	20n
2-14	40½a	401/2 B	20-25	181/2	201
4-16	38	38	25-30	171/2	19n
6-18	36	36	30-35	161/2	18
18-20	35	35	35-40	16	17
20-22	34	34	40-50	151/4	151/2
22-24	34	34	30-00	1079	10%
24-26	34	34			
25-30	34	34		FAT BAC	KS
	2's in.321/9a	32%n		Fresh or Froze	
, es 1,	2111.Om /g tc	on /gti	0 0		
	PICNICS		6-8	8½n	81/n
			8-10		81/2n
	Fresh or F.F.A.	Frozen	10-12		9
4-6	25	25	12-14		91/9
6-8	231/2	231/2	14-16		111/4
8-10	21	21	16-18		12
10-12	21n	21n	18-20		12
12-14	20n	20n	20-25	12n	12
	2's in.20b	20			
or Fair				WARRENT MC	BARR
	OTHER CELLAR CU	TTO		BARRELED	PORK
				Fat Back	
	Fresh or Frozen		Por		0- 7029n
Sq. i	owls131/2	14n	30-40.		0- 8028n
Jowl	butts .101/4	11			0-10028n
8. P	iowls.	11n			0-125

#### LARD FUTURES PRICES

F.O.B. CHICAGO

FRIDAY, JAN. 28, 1955

ct. .... Sales: 9,040,000 lbs.

Jan. 27: Jan. 19, Mar. 763. May 384, July 182, Sept. 43, and Oct. 12 lots.

MONDA	Y, JAR	f. 31,	1955
Mar. 12.85	12.90	12.80	12.80b
May 12,971/2 -13,021/2	13.021/2	12.90	12.90a
	13,10	13.00	13.00
Sept. 13.22	13.22	13.12	13.15a
0et			13.00a

Sales: 4,680,000 lbs.

Open interest at close Fri., Jan. 28: Jan. 2, Mar. 742, May 392, July 185, Sept. 46, and Oct. 12

TUESDAY, FEB. 1, 1955

Mar. 12.75 12.77½ 12.60 12.72½ a
May 12.80 12.80 12.72½ 12.80±
July 12.92½ 12.92½ 12.82½ 12.87½ a
Sept. 13.05 13.05 12.97½ 12.97½ 0ct. 12.82½ a
Sales: 3.640.000 lbs.

Open interest at close Mon., Jan. 1: Mar. 733, May 410, July 186, lept. 50, and Oct. 12 lots.

WEDNESDAY, FEB. 2, 1955

Open interest at close Tues., Feb. 1: Mar. 739, May 417, July 186, Sept. 51, and Oct. 12 lots.

THURSDAY, FEB. 3, 1955

Mar. 12.65 12.80 12.62½ 12.67½b

Mar. 12.65 12.80 12.62½ 12.67½ May 12.70 12.85 12.67½ 12.77½ 12.92½ 12.77½ 12.82½ 12.02½ 12.25½ 12.02½ 12.02½ 12.02½ 12.02½ 12.02½ 8ales: 2.500.000 lbs.

Open interest at close Wed., Feb. 2: Mar. 735, May 416, July 187, Sept. 55, and Oct. 12 lots.

### CALIFORNIA STATE

BELLIES

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State inspected slaughter of livestock in California during December was reported to The National Provisioner as follows:

														No.
Cattle														35,006
														23,177
Hogs														20,002
Sheep		۰	٠					۰		٠		۰		26,770

Meat and lard production for December:

		Lbs.
Sausage		. 4,328,270
Pork and	beef	. 8,352,159
Lard and	substitutes	. 587,413
Total		. 13,267,842

As of December 31, California had 113 meat inspectors. Plants under state inspection totaled 336, and plants under state approved municipal inspection totaled 89.

#### PACKERS' WHOLESALE

Refined lard, tierces, f.o.b. Chicago	10 80
Chicago	00.01
Refined lard, 50-lb. cartons,	
f.o.b. Chicago	16.50
Kettle rend., tierces, f.o.b.	
Chicago	17.00
Leaf, kettle rend., tierces,	
f.o.b. Chicago	17.50
Lard flakes	18 3714
Neutral tierces, f.o.b.	20.01 /2
Chicago	18 3714
Standard shortening*	40.01 /2
N. & S	21 50
Hydrogenated shortening	21,00
myurogenated shortening	
N. & S	22.75
****	
#Dollword	
*Delivered.	

WEEK'S LARD PRICES

	P.S. or Dry Rend. Cast (Tierces)	Dry Rend.	Raw Leaf
Jan.	2812.75n	11.371/2	12.37%n
Jan.	2912.75n	11.37 %n	12.37%n
Jan.	3112.75n	11.37 1/2	12.371/n
Feb.	112.75n	11,371/2	12.3716n
Feb.	212.75a	11.25n	12.25n
Feb.	312.75a	11.25n	12.25n

N-nominal, A-asked, B-bid.

# HIDES AND SKINS

Confusion in hide market up to midweek, with actual trend difficult to gauge-Trading of small packer hides at generally steady levels-Country hide market dull, due to slow demand -Sheepskin market steady to strong-Midweek sales fall clips at 2.90.

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S. LIES

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#### CHICAGO

PACKER HIDES: Bids were steady for big packer production early Monday, but dealers and traders expressed higher ideas later. Inquiry was quite broad as the day progressed, and some selections were bid ½c over last prices. Wanted in particular were butt-branded steers and branded cows at the advance. The New York futures market also assisted the apparent strength in the market, with contracts advancing 45 to 46 points in 154 transactions.

Early Tuesday, the hide market continued to carry strength with inquiry for certain selections at higher levels. As the day progressed, bids dropped to steady levels and at the end of the day interest was considered barely steady. A large contribution to the resulting confusion was the New York futures market which lost practically all of the gains registered the previous day. Specific offering lists were not made known, which made it difficult to gauge the market trend.

Buying interest dwindled at midweek, and trading could not be confirmed early. Reports were that some selections sold at prices steady with last week, but some sources thought that due to limited buying interest, hides might possibly sell lower. There was reported movement of a couple of selections at midafternoon, and Omaha heavy native cows and branded cows sold at 10c and 9c, respec-

SMALL PACKER AND COUN-

TRY HIDES: The small packer hide market was apparently steady to per-haps fractionally stronger. A mixed car of ex-light native cows and good, plump light native cows, 43@44-lb. average, sold at 131/2 and 12c, respectively, selected f.o.b. Bids of 121/2c and 13c were heard for 43@44-lb. average out of the Southwest, but no sales were reported. Two cars of 52@ 54-lb. average small packer hides sold at 101/2c. The 50-lb. average was nominally quoted at 101/2@11c in the Midwest. Some 62@64-lb. average were offered out of the Mideast at 10c, but no trading was confirmed. The 60-lb. average was quoted on a nominal basis in the Midwest at 9@9½c. The country hide market was reportedly a dull affair, with the 46-lb. average lots of mixed renderers and locker butchers bid at 71/2c, without action. The 50-lb. average straight locker butchers were offered at 8@81/2c, but met no bids.

CALFSKINS AND KIPSKINS: The calfskin market was reportedly steady at 421/2c on the lights and 371/2c on the heavies, but no trading was heard up to midweek. On Friday of last week, some Chicago overweight kipskins sold at 2234c. This week, some Kansas City overweight kipskins sold at 22%c, and a car sold at 23c.

SHEEPSKINS: Later last week a car of No. 2 and No. 3 shearlings sold at 1.25 and .50, respectively. The No. 1 shearlings were quoted at 2.25 and 2.50, the latter figure asked early. At midweek, a car of No. 1 shearlings with fall clips included, sold at 2.40 and 2.75, respectively. A few No. 2 and No. 3 shearlings sold at 1.25 and .50. Dry pelts sold at 26@261/2c. No recent sales of pickled skins were reported. Lambs were quoted nominally at 7.00 and sheep at 8.00, although there was reported movement of sheep as high as 8.50.

# RUDD BASKETS Pay For Themselves in 20 Trips For Information and Delivery Baskets... Send Information Mail Today RUDD BASKET COMPANY Starks Bldg., Louisville, Ky.

# **Clogged Drains?**



Saves Torn-up Plumbing

#### HYDRAULIC WATER RAM

(Can pay for itself in one application) Enjoy 30 Day FREE TRIAL!

Why lose time, suffer inconvenience, waste dollars on needlessly costly plumbing service? The Hydraulic Water Ram clears severest blocked drain lines and sewers in minutes. No chemicals, no snakes, no electric cables, no pushing through. Saves costly outside help, or expensive torn up piping. Uses IMPACT, a basic scientific principle of POSITIVE HYDRAULIC POWER. Shatters hard grease, debris, other blockage into fragments easily flushed down to main. Works perfectly, vent or no vent! Services up to 6" pipe. Works perfectly on all types of clogged toilets, sinks, sewers, etc. Can pay for itself in a single application. Nothing to wear out. Good for a lifetime. Thousands in use, including over 3,000 in government agencies. You risk nothing. Write for details, of how to get free 30 day trial at our expense. Write for Information, Prices, Details of Free Trial Offer!

Free Trial Offer!

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Between refrigerators and packing rooms, loading docks and warehouses save time and money, expedite materials handling. They're flexible, lightweight, economical, safe, double-action.



Check these advantages! . . .

- REDUCE NOISE, INDUSTRIAL FATIGUE, INJURIES TO PERSONNEL
- IMPROVE TEMPERATURE CONTROL
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For complete information write Dept. NP Rubbair Door Division

MANUFACTURING COMPANY, Inc. 50 Regent Street · Cambridge 40, Mass.



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packs a sales wallop!

seasonings and specialties provide the sales punch your quality sausage and loaves deserve. Go a "round" or two with AROMIX.

AROMIX CORPORA 1401-15 W. Hubbard St. . Chicago 22, III. . MOnroe 6-0970-1

END REPLACEMENT LOSSES! **BUY SMALE'S 18-8** 

Sturdy, Stainless Steel BACON HANGERS

**SMOKESTICKS** SHROUD PINS FLANK SPREADERS SKIRT HOOKS STOCKINETTE HOOKS

MINCED HAM MOLDS BACON SQUARE HANGERS AND SCREENS

Smale Metal Products Co.

Manufacturers of Stainless Steel Equipment 1250 N. STONE ST., CHICAGO 10, ILL. . SU 7-6707



#### CHICAGO HIDE QUOTATIONS

	PACKER	Н	IDES				
1	Veek ende				C	or. W.	eok-
F	eb. 2, 193	55	Weel	2		1954	CCB
Hvy. Nat.	,						
steers10	14@11n	10	@1	1	11	@14	1/4
Lt. Nat.			-		-	60	12
steers	13	12	601:	Rn			
Hyv Toy			-				
steers Ex. lgt. Tex.	9160			9n		9	1/4
Ex. lgt. Tex.	13n		15	3n		14	n n
Butt hend							
steers	91/an		1	9n		9	16.
Col. steers	8161			814n		9	12
Brnd. cows 1	@ 916n	9	0	91%	11	@11	1/4
Hvy. Nat.	0 0 /2		0	. /#		60.2.	12
cows16	0 @10%	9	1601	014 n	111	6012	14
Lt. Nat.	65.20 /3		12 65 -	0 /2 2		/2 de ve	72
cows15	216 @ 13n	12	16.001	3n	111	6@15	
Nat. bulls	816		13 65 -	816 n		10	14n
Nat. bulls Brnd. bulls	71/20			716 n		9	1/2 n
Calfskins, Nor., 10/15 10/down .	* /2-			. /2			124
Nor. 10/15	3714.0		3	714 n		40	m
10/down	4214 r		4	21/4 n		49	1/2 n
Kips, Nor.	/2			- /2-			/24
nat., 15/25.2	314@24141	n	2	5n		28	n
Kips, Nor.	/2 5 4 72		-			-	
Brnd.,15/25.	201/2@211/	n	2	01/2 n	1	25	1/2n
030	ALL PAC	32.0	D 11	TRE	0		

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STEERS 60 lbs. AND COWS: ... 9 @ 9½n 9 @ 9½n 9 @ 9½n ... 10½@11n 10 @10½n 11½@12n over 50 lbs. SMALL PACKER SKINS

Calfskins, und. 15 lbs. . . . 23@24n Kips, 15/30 . . . . 17@18n 25n 15@17n SHEEPSKINS

Packer shearlings,
No. 1 2.240 2.25@2.40 1.40n
Dry Pelts 26@26½ 26n 1.40n
Horsehides,
Untrmd. 7.50@7.75 7.50@7.75 10.00@10.50 1.40n 1.40n

#### N. Y. HIDE FUTURES

FRIDAY, JAN. 28, 1955

Apr.		Open 12.99	High 13.00	Low 12.90	Close 12.95b-13.00a
		-13.00			
July		13.63-61	13.63	13.51	13.55b- 60a
Oct.		14.05b	14.10	14.00	14.05b- 10a
Jan.		14,55b			14.50b- 59a
Apr.		15.00b			14.95b-15.10a
July		15.40b			15.30b- 50a
Sal	les:	53 lots.			

MONDAY, JAN. 31, 1955 13.03 13.41 13.75-76 14.00 14.17b 14.57 13.03 13.75 14.30 13.40 14.00 15.51b- 54a 14.96b-15.00u 15.41b- 50a Apr. July Oct. Jan. Apr. July Sales 154 lots.

TUESDAY, FEB. 1, 1955 13.35-28 13.35 13.90-88 13.90 14.43-37 14.45 14.75b 15.20b 15.55b 105 lots, WEDNESDAY, FEB. 2, 1966

WED1 13.05 13.60 14.05b 14.50b 14.90b 15.21b 955 12.97 13.56b- 60a 14.04b- 10a 14.49b- 60a 14.94b-15.10a 15.29 Apr. July Oct. Jan. Apr. July 45 lots.

THURSDAY, FEB. 3, 1955 12.80 13.40 13.88 Apr. July Oct. Jan. 05a 12.95b 13.65 July ... 13.65 Oct ... 14.02b Jan ... 14.45b Apr ... 14.90b July ... 15.30b Sales: 57 lots. 14.95b-15.07a 15.35b- 50a

#### CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Jan. 29, 1955, totaled 4,968,000 lbs.; previous week, 4,610,-000 lbs.; same week, 1954, 4,466,-000 lbs.; 1955 to date, 19,902,000 lbs.; same period, 1954, 20,556,000

Shipments for week ended Jan. 29, 1955 totaled 3,125,000 lbs.; previous week, 3,293,000 lbs.; corresponding week, 1954, 4,714,000 lbs.; 1955 to date, 12,585,000 lbs.; same period, 1954, 17,583,000 lbs.

# Week's Closing Markets

# THURSDAY'S CLOSINGS Provisions

IONS

or. Week 1954

@141/2

9½ 14n

91/2

@111/2

@121/2

@15 10½n 9½n

> 40n 42½n

28n

251/n

@ 9½n @12n

25n 15@17n

1.40n 1.40n

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The live hog top at Chicago was \$18.25; average, \$16.30. Provision prices were quoted as follows: Under 12 pork loins, 38; 10/14 green skinned hams, 40½@45; Boston butts, 30; 16/down pork shoulders, 27 nom.; 3/down spareribs, 32½; 8/12 fat backs, 8½@9; regular pork trimmings, 14 nom.; 18/20 DS bellies, 20 nom.; 4/6 green picnics, 26; and 8/up green picnies, 20.

P.S. loose lard was quoted at 11.25 nominal and P.S. cash lard in tierces or drums at 12.75 asked.

#### Cottonseed Oil

Closing cottonseed oil futures in New York were quoted as follows: Mar. 15.14b-16a; May 15.21; July 15.15b-18a; Sept. 14.90-97a; Oct. 14.89; Dec. 14.86b-90a; and Jan. 14.75 nom. Sales: 48 lots.

#### **CHICAGO PROVISION STOCKS**

Lard inventories in Chicago on January 30 amounted to 17,894,650 lbs., according to the Chicago Board of Trade. This was an increase compared with the 15,752,582 lbs. of product in store on December 31, and more than the 15,325,678 lbs. a year earlier. Total meat stocks amounted to 45,842,725 lbs. compared with 43,441,952 lbs. on December 31, and 39,848,734 lbs. a year earlier. Chicago provision items appear below:

appen below.			
	Jan. 30, '55 lbs.	Dec. 31, '54 lbs.	Jan. 30, '54 lbs.
All brld, pk.			
(brls.)	908	678	490
P.S. lard (a) 1	1.953,297	3.110.289	11,584,326
P.S. lard (b)		*****	*****
Dry ren, lard (a)	2,538,808	871,945	1,053,033
Dry ren, lard (b)	169.448	169,448	10,984
Other lard	3.233.097	2,477,667	2,677,335
TOTAL LARD 1	7.894.650	15,752,582	15,325,678
D.S. Cl. bellies		A. C.	20,000,010
(contr.)	6,400	20,800	68,500
D.S. Cl. bellies			90,000
(other)	2.701.362	3 292 845	3.261.853
TOTAL D.S. CL.	-11001000	0,000,000	
BELLIES	2.707.762	3.313.645	3,330,353
D.S. fat backs	1.252.441	1,478,500	
S.P. regular hams	403.978	512,130	
S.P. skinned			
hams1	4.844.786	12,155,455	12.108.839
S.P. bellies1	1.449.971	11.398.461	11.510.613
S.P. picnics, S.P.	.,		
Bost, shoulders.	7.708.499	7.716.427	1.858,532
Other cuts meats	7.475.288		4.735.231
TOTAL ALL		.,	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
MEATS4	5,842,725	43,441,952	39,848,734
(a) Made since vious to Oct. 1, 1 all meat in stora by the Governmen	ge inclu	1954. (b) above fig ding holdin	Made pre- ures cover ags owned

#### **CHICAGO PROV. SHIPMENTS**

Provision shipments, by rail, in the week ended Jan. 29, with comparisons:

Week ended Jan. 29	Previous Week	Cor, Week 1954
Cured meats, pounds11,099,000	12,287,000	13,334,000
Fresh meats, pounds 10,968,000	28,824,000	26,994,000
Lard, pounds 3,124,000	3,333,000	5,179,000

#### **HOG-CORN RATIO**

The hog-corn ratio for barrows and gilts at Chicago for the week ended January 29, 1955 was 11.1, according to a report by the U.S. Department of Agriculture. The ratio compared with the 11.2 ratio reported for the preceding week and 16.7 recorded for the same week a year ago. These ratios were calculated on the basis of yellow corn selling at \$1.512 per bu. in the week ended January 29, 1955, \$1.497 per bu. in the previous week and \$1.548 per bu. for the same period a year earlier.

#### **Meat Price Index Declines**

In the first decline in a few weeks, the wholesale price index on meat for the week ended January 25 dipped a whole percentage point to 86.7 from 87.7 the week before. Average primary market prices advanced 0.1 to 110.2 on the basis of the 1947-49 average of 100 per cent. Livestock and related products declined an average of 1.3 per cent and fats and oils, 0.6 per cent.

#### ST. LOUIS PROVISIONS

Stocks of provisions in St. Louis and East St. Louis on Jan. 31 totaled 14,336,175 lbs. of pork meats compared with 11,870,151 lbs. at the close of Dec. and 12,574,955 lbs. a year earlier, the St. Louis Livestock exchange has reported. Total lard stocks were 3,865,734 lbs., compared with 3,378,207 lbs. a month before and 2,900,741 lbs. a year earlier. Lard stocks were a little above normal for January 31.

#### Meats Cost Less to Market Than Other Foods

The marketing costs for meat-expenses entailed by the so-called middlemen in transporting and transforming livestock into meat for the consumer—are considerably lower than for most foods. The latest U.S. Department of Agriculture Market Basket study shows that the marketing cost of all meats averages only 40c out of the consumer's dollar as compared with 57c for all foods in the basket.

#### U. S. Lard Storage Stocks

U. S. stocks of lard as reported by the Bureau of Census, in 1,000 lbs. on following dates:

	Dec. 31	Nov. 30	Dec. 31
	1954	1954	1953
	65,399	52,546	45,690
	38,726	27,455	28,632
Totals	104,125	80,001	74,322

#### PHILADELPHIA FRESH MEATS

Tuesday, Feb. 1, 1955 WESTERN DRESSED

BEEF (STEER):	Cwt.
Choice, 500/700	\$44.00@46.50 43.00@45.50
Choice, 700/900	38.50@41.50
Commercial, 350/703	None quoted
cow:	
Commercial, all wts	27.00@28.50
Utility, all wts	23.50@25.00
VEAL (SKIN OFF):	
Choice, 80/110	45.00@50.00
Choice, 110/150	45.00@50.00
Good, 50/80	
Good, 80/110	38.00@42.00
Good, 110/150 Commercial, all wts	38,00@42.00
Utility, all wts	25.00@30.00
	20.000000.00
LAMB:	
Prime, 30/50	
Prime, 50/60	
Choice, 30/50	
Choice, 50/60	
Utility, all wts.	
MUTTON (EWE):	
Choice, 70/down	16.00@18.00
Good, 70/down	
PORK CUTS-CHOICE LOINS:	
(Bladeless included) 8-12	
(Bladeless included) 12/16	38.00@40.00
Butts, Boston style, 4/8	35.00@37.00
SPARERIBS, 3 lbs. down	35.00@37.00
LOCALLY DRESS	ED
STEER BEEF (lb.): Prime	e Choice Good
Hindqtrs., 600/800 60@64	
Hindqtrs., 800/900 59@61 Round, no flank 53@56	
Round, no flank 53@56	
Hip rd., with flank 51@54 Full loin, untrim, 65@70	
Ribs (7 bone) 74@78	
Arm chucks 40@42	
Briskets 32@35	
Short plates 14@17	14@17 14@17
Pork loins 8/12.43@46 Sk. ha	ms 10/1251@53
Pork loins 12/16,42@45 8k, ha	ms 12/1449@52
Spareribs, 3/dn39@42 Bos. b	utts. 4/837@40



# LIVESTOCK MARKETS ... Weekly Review

#### Iowa Specialist Sees Good Outlook For Long-Fed Lambs

The spring market pattern of the past three years and the reduction in number of lambs on feed in Iowa could result in good returns for farmers feeding lambs for the late winter and early spring market.

Eugene N. Francis, of Iowa State

Eugene N. Francis, of Iowa State College, said that the future for both light and heavyweight lambs looks promising. He believes lightweight lambs stand to provide a higher net profit than the heavy lambs weighing

80 to 90 pounds.

The reason slow-fed lighterweight lambs are likely to offer more profit is that the fat lamb market has risen in February, March and April of each of the past three years. The market is also taking strength from the fact that there were 10 per cent less lambs on feed in Iowa at the end of 1954 than there had been a year earlier.

#### Ten-Month 1954 Cattlehide Leather Output Above 1953

Cattlehide leather production in the United States for the first ten months of 1954 totaled 19,801,000 pieces, according to leather industry figures. This was the largest number for the period since 1950. The 1953 total was 24,070,000 pieces, and the all-time record 30,828,000, set in 1942.

Production of calf and kipskins through October last year numbered about 7,462,000 pieces, indicating a decline for the year from the 1953 total of 9,958,000, precluding no sharp rise in November and December output for 1954. Annual production of calf and kip leather has lagged below the 10,000,000 mark since 1950, previous to which it has been above that mark back as far as 1939.

#### LIVESTOCK AT 12 MARKETS YEARS 1954 AND 1953 CATTLE

		1050
	1954	1953
Chicago	2,246,200	2,265,254
Cincinnati	232,516	206,853
Denver	865,662	876,926
Fort Worth	687,053	747,282
Indianapolis	489.841	414,083
Indianapolis	1,206,611 775,777	1,362,528
Oklahoma City Omaha	775 777	772,829
Omehe	9 197 799	2,119,441
St Tough	2,187,782 746,709	744 707
St. Joseph St. Louis NSY	140,709	744,797
St. Louis NSY	971,156	977,680
	971,156 1,344,591	1,271,339
S. St. Paul	1,169,766	$\begin{array}{c} 977,680 \\ 1,271,339 \\ 1,107,557 \end{array}$
Salable	12,923,664 14,211,211	12,866,569 14,087,773
	CAI	VES
Chicago	111,684	115,818
Cincipnati	62,570	60,640
Donvor	97,484	00,040
Fort Worth Indianapolis Kansas City	194,036	96,463 213,738
Indianapalla		218,738
Variable Polis	82,675	87,924
Kansas City	161,653	202,941
	129,589	120,227
Omaha	139,470	142,052
St. Joseph St. Louis NSY Sionx City	76,429	84,333
St. Louis NSY	276.822	322,082
Sioux City	108,953	90,010
S. St. Paul	502,894	463,574
Salable	$\substack{1,944,258\\2,493,265}$	1,999,802 2,498,667
	H	OGS
Chicago	2,197,282	2,260,938
Cincinnati	696,862	666,686
Denver	174,036	141 761
Fort Worth	92,117	141,761 81,352
Indianapolis	2,154.277	0.041.140
Indianapolis	442,585	2.041,142
Oklahoma City	107 010	465,930
Omaka City	125,210 $1,845,549$	158,620
Omaha	1,845,549	1,785,415
st. Joseph	1,108,939	1,085,897
St. Louis NSY	2,208,200	2,224,498
St. Joseph St. Louis NSY Siopy City	1,650,480	1,737,444
S. St. Paul	2,399,727	2,301,893
Salable	15,095,264 19,254,731	14,951,576 18,975,820
	SH	EEP
Chicago	454,637	574,520
Cincinnati	72,005 953,290	77,256
	953 290	1,215,167
Fort Worth	871,587	751,584
Indianapolis	204,747	220.378
Fort Worth Indianapolis Kansas City Oklahoma City	342,519	
Oklahoma City	191 400	361,025
	121,400	108,419
Omaha	735,537	797,476
St. Joseph	271,553 312,892	280,403
St. Louis NSY	312,892	351,668
St. Joseph St. Louis NSY Sioux City	424,616	411.189
S. St. Paul	593,650	651,653
Salable	5,358,493	E 000 E00
Totals	8,016,869	5,800,738 8,392,612

#### St. Paul Host To 4-H'ers

South St. Paul market interests were hosts to 24 4-H club boys, their club leaders, and county agent from Winnebago county, Ia., recently. The boys specialized in market loss prevention in their club work in 1954.

# Industry Plans Program To Eradicate Cattle Grub

Losses from cattle grubs unofficially estimated to run up to \$160,000,000 annually in damage to beef carcasses and to hides, has prompted the industry to organize a drive to eradicate this pest.

John K. Minnoch, head of the National Hide Association, Chicago, was selected in a meeting in Washington recently to serve as chairman of an Industry-Wide Grub Committee.

L. Blaine Liljenquist, Western States Meat Packers Association, was appointed chairman of the committee on government research.

The committee will ask Congress to appropriate \$135,000 a year for research on cattle grubs. This would be an increase of \$78,000 over the \$57,000 allocated for research in the year ending June 30, 1955.

#### British Fresh Meat Imports Down; Canned Rise In 1954

Britain imported a smaller amount of fresh meat last year than it did the year before, U.K. overseas trade sources have reported. Her canned meat imports, however, were larger than the year before. British fresh carcass meat imports totaled 628,449 tons as against 705,798 tons in 1953 and 498,769 tons in 1952. Offal imports declined to 47,786 tons from 51,840 tons in 1953 and compared with 47,053 tons in 1952.

United Kingdom imports of canned meats and poultry rose to 178,981 tons in 1954 from 167,148 tons in 1953, but showed a decline from the 191,785 tons imported in 1952. Bacon imports declined to 300,982 tons from 312,088 in 1953 and the prewar 1938

level of 376,480 tons.





As simple as -- 2 + 2 = 4!

#### PACKER + K.M. = SATISFACTION!

BLOOMINGTON, ILL.
CHATTANOOGA, TENN.
CINCINNATI, OHIO
DATTON, OHIO
DETROIT, MICH.
FLORENCE, S.C.
FT. WAYNE, IND.
FULTON, KY.
INDIANAPOLIS, IND.
JACKSON, MISS.
JONESBORO, ARK.

LAFAYETTE, IND.
LOUISVILLE, KY.
MEMPHIS, TENN.
MONTGOMERY, ALA
NASHVILLE, TENN.

OMAHA, NEBR. PAYNE, OHIO SIOUX CITY, IOWA SIOUX FALLS, S.D. VALPARAISO, IND.

KENNETT- MURRAY

100

Purchase at princip ended Sat as reporte visioner:

Armour, 556 hogs; pers, 13, 14,926 ho Totals, 53,961 ho

Armour .
Swift .
Wilson .
Butchers .
Others .

Armour Cudaby swift . Wilson Am. Sto Cornhusi O'Nelll Neb. Be Eagle . Gr. Om Hoffmat Rothsch Roth . . Kingan Mercha Midwes Omaha Union Others

Armou Swift Hunte Heil Krey Lacled Luer

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#### PACKERS' **PURCHASES**

Purchases of livestock by packer at principal centers for the weel ended Saturday, January 29, 1935 as reported to The National Pro-visioner:

CHICAGO Armour, 9,364 hogs; Wilson, 6,6 hogs; Agar, 9,779 hogs; Ship-rs, 13,236 hogs; and Others, pers, 13,236 hogs; and Others, 14,926 hogs.
Totals, 22,497 cattle; 949 calves, 53,961 hogs; and 4,505 sheep.

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	KANS	AS CIT	Y	
	Cattle	Calves	Hogs	Sheep
Armour .	3,567	612	2.367	2,894
Swift	2,217	829	2,599	1,770
Wilson .	1,531		2,216	
Butchers.	7,366		919	
Others .	1,735		1,195	957
Totals.	16,416	1,441	9,296	5,621

OMAHA

ttle an	d	
alves	Hogs	Sheep
3.015	10.346	4.979
1.050	9.032	2,753
	8.880	3,894
	7.483	3,474
818		
385		
749		
54		
852		
85		
		***
	13,158	
0.000	40.000	15 100
	8alves 3,015 1,050 5,523 3,671 1,145 818 385 749 54 852	$\begin{array}{cccccccccccccccccccccccccccccccccccc$

E. ST. LOUIS
Cattle Calves Hogs Sheep
Armour 2,373 551 9,553 1,416
Swift . 3,334 848 11,443 1,488
Hunter 1,001 2,383
Hell . 2,447
Krey . 2,447
Laclede . 872
Laclede . 872 Totals, 6,758 999 26,698 2,904

ST. JOSEPH

Armour	3,290 3,644	285	$12,950 \\ 10,162$	Sheep 5,106 1,466
Others	5,433	320	2,997	2,092
Totals			26,109	8,664

\*Do not include 70 cattle, 172 calves, 9,804 hogs and 2,392 sheep direct to packers.

SIOUX CITY Cattle Calves Hogs Armour 4,339 Sioux City Dr. Beef 678 Swift .. 2,854 Others ..10,159 Butchers . 451 ... 16,964 4,392 Totals . 18,481 5 45,201 9,582

WICHITA Cattle Calves Hogs Sheep 1,628 457 2,443 ... Cudahy . Kansas . Dunn . . Dold . . . . 1,628 492 unflower 458 Excel. Swift ... Others ... 59 1,474 Totals. 4.476 457 2,994 2,915

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour .	2,227	83	1,166	962
Wilson .	1,988	202	776	1,376
Others	1,973	902	992	196
Totals*	6 188	1 187	9 034	9 594

\*Do not include 1,163 cattle, 60 calves, 9,003 hogs and 15 sheep direct to packers.

	LOS A	NGELE	8	
	Cattle	Calves	Hogs	Sheep
Armour .	180		154	
Cudahy .				
swift	7			
Wilson .	28	62		
Atlas	871			
Com'l	797			
Ideal	654			
United .	649	6	335	
Gr. West.	601			
Aeme	594			
Others .	2,956	247	1,134	
Totals	7 227	915	1 699	described to

			VER		
	Ca	ttle	Calve	s Hogs	Sheep
Armour .	1.86	3	80	4,306	5,758
Swift	1.47	7	115	3.468	5.397
Cudahy .	71	7	157	2,683	521
Wilson .	35	8			
Others .	9,02	1	116	2,776	402
Totals.	13,43	17	468	13,233	12,078

CINCINNATI Cattle Calves Hogs Sheep 274 99 961 15,319 210 Totals, 4.014 991 15 319 516 ST. PAUL

Cattle Calves Hogs Sheep 5,741 3,368 21,226 3,642 Armour . 5,741 Bartusch . 1,143 Rifkin . . 928 99 Rifkin . . 928 Superior . 1,704 Swift . . 5,861 Others . 2,252 3,500 30,729 3,044 8,128 1,129 Totals . 17.629 9,950 60,083 9.065

Cattle Calves Hogs Sheep Armour . 1,990 Swift . 1,169 Bl. Bon. . 267 City . . . . 695 Rosenthal 234 921 3,465 753 1,766 157 ... 383 1,427 Totals. 4,355 1,879 1,875 5,231

FORT WORTH

TOTAL PACKER PURCHASES Week end Prev. Same Wk.
Jan. 29 Week 1954
Cattle ...163,893 177,675 155,439
Hogs ...308,225 330,544 227,716
Sheep ...78,715 90,434 112,588

#### CORN BELT DIRECT TRADING

Des Moines, Feb. 2-Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were reported by the USDA as follows:

H	ogs, go	od to	0	0	h	16	i	c	e	:	
	160-180	lbs.									\$14.25@16.35
	180-240										16.25@17.15
	240-300	lbs.		,							14.75@16.90
	300-400	lbs.			٠	۰	0				14.25@15.65
8	ows:										
	270-360	lbs.									14.25@15.15
	400-500			ì							10 07 6 14 00

Corn Belt hog receipts were reported as follows by the U.S. Department of Agriculture:

						is Week timated	Last Wee
Jan.	27					63,000	46,000
Jan.	28					74,000	78,000
Jan.	29	i				43,000	39,000
Jan.	31					62,500	84,000
Feb.	1			i		43,000	75,500
Feb.	2				0	50,000	41,000

#### BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, Feb. 2, were as follows:

CATTLE: ATTLE:
Steers, ch. & pr... None rec.
Steers, gd. & ch... 23,85@26,00
Steers, com'l & gd... 16,90@23,25
Heifers, com'l & gd... 15,00@22.50
Heifers, utility ... 12,00@41,00
Cows, cn... & cut... 7,00@11,00
Cows, can, & cut... 7,00@11,00
Cows, cutl. & com'l. 11,00@15,00
Bulls, util. & com'l. 14,00@16,00 VEALERS. Choice & prime ... \$32.00@34.00
Good & choice ... 25.00@32.00
Com'l & good ... 18.00@25.00
Culls ... 6.00@ 7.00 HOGS: Choice, 160/240 ....\$18.00@18.75 Sows, 400/down .... 15.50 only

Good & choice . . . . None rec.



HERE'S HOW many meat processors help their salesmen get extra sales. They put maximum flavor in THEIR MEAT PRODUCTS by using General Mills MSG (monosodium glutamate). MSG helps open doors for salesmen because it intensifies the finest flavors . . . helps retain color and texture . . . helps keep meats, poultry and seafood tenderer and juicier.

FLAVORLESS in itself, MSG brings out the true natural goodness, the "deep-down" natural flavor of meats, poultry, seafoods, gravies, stews and vegetables. Thru flavor blending, MSG softens harsh flavors, helping round out food flavor. It's as simple to use as salt, and retains maximum food flavor by replacing nature's own glutamate lost during shipping, storage or cooking.

#### TRY General Mills MSG AT OUR EXPENSE



Mail coupon below and we'll send you, at no obligation, a free "working" sample-enough to bring out the best flavors in 100 pounds of your finished meat product.

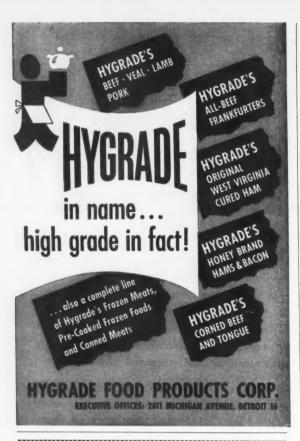
General Mills, Inc.

Special Commodities Division

MINNEAPOLIS 1, MINNESOTA

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Firm Name			
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City	Zone	State	



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15 W. Huron Street
Chicago 10, Illinois

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--	--------	------	----	------	---------

Name	Pleas	e Print
Street Address		
City	Zone	State

#### LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, February 1, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

Special : AL PROV number of 13 centers

Chicago‡
Kan. City
Omaha\*;
E. St. Lo
St. Josep!
Sioux Cit;
Wichita\*;
New York
Jer. C
Okla. Ci
Cincinnat
Denver;
St. Paul:
Milwauke

Totals

Chicago\$
Kan. Cit
Omaha\*\$
E. St. L
St. Joses
Sioux Ci
Wichita\*
New Yor
Jer. C
Okla. C
Cincinna
Denver\$
St. Pau
Milwaul

Totals

Chicago Kan. C Omaha E. St. St. Jos Sioux ( Wichit New Y Jer. Okla. ( Cincin Denver St. Pa Milwa

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\*Ca' †Fe includ ‡Ste ter. §St

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service,	Live	Stoc	K DI	VISIO	n, as	1011	ows:			
HOGS (In BARROW Choice:	cludes	Bulk			go K	ansas	City	Omaha		St. Paul
120-140 140-160	lbs\$	16.25	17.50	None None	rec.	None None	rec.	None rec	e. 1	None rec.
160-180 180-200 200-220	lbs	17.25- 17.50- 17.25-	17.75 \$ 17.75 17.75	15.00- 17.00- 16.75-		None 17.25- 17.00-	17.35 \$	None red 17.00-17. 17.00-17.	50 1	6.25-17.50 17.50-17.75 16.25-17.75
220-240 240-270	lbs lbs	16.75- 15.75-	17.50 17.00	16.50- 16.00- 15.50-	17.75 16.75	16.50- 15.75- 15.25-	17.35 16.50	16,50-17. 15,50-17. 14,75-16.	50 1 00 1	16.25-17.75 15.25-16.50 14.75-15.50
300-330 330-360	lbs	15.50-	15.75	15.25-	15.75	None None	rec.	14.25-15. 14.25-15.	.00	14.25-15.00 None rec.
Medium: 160-220		None	rec.	None	rec.	None	rec.	13.25-16	.75	None rec.
SOW8: Choice: 270-300	1bs., 1	15.50	only			15.00		None rec	e. :	14.50-15.00
300-330 330-360 360-400	lbs	15.50 $15.25$ $15.00$	only -15.50 -15.25	15.25- 15.00-	-15.25	14.50- 14.25-	-15.00 -14.75 -14.75	None red 14.25-15. 14.25-15.	e. .00 .00	14.50-15.00 14.00-14.50 14.00-14.50
400-450 450-550 Medium		14.75 13.75			-15.00 -14.50		·14.50 ·14.25	13.25-14 13.25-14		13.00-14.00 12.50-13.00
250-500	lbs	None	rec.	None	rec.	None	rec.	12.50-14	.50	None rec.
STEERS Prime:	:									
700- 900 900-1100 1100-1300 1300-1500	lbs	28.50 $28.50$	-31.00	$\frac{29.50}{31.50}$	-34.00 -34.50 -35.00 -35.00	27.50 $28.00$	-32.50 -33.00 -33.00 -33.00	None re 28.75-33 30.00-35 29.00-35	.00	None rec. 29.00-32.00 28.50-32.50 28.50-31.50
Choice: 700- 900	) lbs	24.50	-28.50	24.00	-29.00	23.25	-27.50	23.75-28	3.75	24.50-29.00
900-1100 1100-1300 1300-1500 Good:	) lbs	24.50	-28.50	24.00	-31.50 -31.50 -31.50	23.50	-28.00 -28.00 -28.00	23.75-30 23.75-30 23.00-30	00.0	24.50-29.00 24.00-28.50 24.00-28.50
700- 900 900-1100 1100-1300	0 lbs 0 lbs	20.50	0-24.50	20.00	0-24.00 0-24.00 0-24.00	18.75	0-23,50 5-23,50 0-23,75	19.00-23 19.00-23 19.00-23	3.75	19.00-24.50 19.00-24.50 19.00-24.50
Utility,	7ts		0-20.50							15.00-19.00
all w		14.00	0-17.50	13.00	0-16.00	11.00	0-16.00	13.00-10	8.00	13.00-15.00
Prime: 600- 80 800-100	0 lbs	27.5 27.7	0-28,00 5-28,50		0-29,00 0-29,50		0-28.00 0-28.50	25.00-2 25.50-2		None rec. None rec.
Choice: 600- 80 800-100	0 lbs	$23.5 \\ 24.0$	0-27.75 0-27.75	22.0 22.0	0-26.00 $0-26.50$	20.5 21.0	0-25.50 0-25.50	21.50-2 21.75-2		23.00-26.00 23.00-26.50
Good: 500- 70 700- 90	00 lbs	19.0 19.5	0-24.00 0-24.00	18.0 18.0	0-22,00 0-22.00		0-20.50 0-21.00	17.00-2 17.00-2		18.00-23.00 18.00-23.00
Comme all v Utility	vts	16.0	0-19.50	14.5	0-18.00	13.0	0-17.50	13.00-1	7.00	14.00-18.00
all v	wts	12.0	0-16.00	10.5	0-14.50	10.5	0-13.00	10.00-1	3.00	12.00-14.0
Comme	Vts	12.0	0-13.50	12.5	0-14,50	11.5	0-13.00	10.75-1	3.00	12.00-13.00
Can. &	wts		0-12.00 0-11.00							10.00-12.0
BULLS					0-11.00 thts:	8.0	0-10.50	8.00-1	0.00	8.00-10.0
Good	ercial .	Non 12.5	e rec.	12.0	0-15.00 $0-16.50$	Non	e rec.	11.00-1	2.50	13.00-14.0
Utility Cutter		9.0	00-12.50 00-11.50	14.0	0-15.56 60-14.00	9.5	0-13.00 0-11.50	11.50-1 10.50-1	3.50	13.00-14.0 13.00-15.0 13.00-15.0
VEALE Ch. & Com'l	PRS, A pr & gd.	11 We 27.0	eights: 10-33.00 10-27.00	29.0 18.0	00-31.00 00-29.00	23.0 15.0	00-26,00 00-23,00	20.00-2 14.00-2	23.00	21.00-30.0 15.00-21.0
CALVE Ch. & Com'l	pr	. 21.6	00-27.00	21.0	00-26.00 00-21.00	) 17.5 ) 13.6	60-19.00 00-17.50	18.00-1 13.00-1	21.00 18.00	18.00-21.0 13.00-18.0
SHEEP				1:						
Ch. & Gd. &	pr	. 21.	50-22.00 50-21.50	0 21.0 0 20.2	00-22.23 25-21.23	5 20.0 5 19.0	00-21.00 00-20.50	20.75-1 20.00-1	$\frac{21.00}{20.75}$	20.50-21.2 18.50-20,5
	pr	n 10:	Lbs. 75-21.0	Down) 0 19.5	) : 75-20.5	0 19.3	50-20.50	19.50-	20.00	20,25-20,5
Gd. &		. 5.4.	00- 6.00 00- 5.00	0 6.5 0 5.	50- 8.00 75- 6.5	0 5.1 0 4.3	50- 7.25 50- 5.50	7.00- 5.00-	8.00 7.00	6.50- 7.7 4.00- 6.3

Title or Position

#### SLAUGHTER REPORTS

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Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers. CATTLE

CATTLE	2	
Week		
Ended		Cor.
Jan. 29	Prev.	Week
1955	Week	1954
Chicagot 22,497	25,810	23,744
Kan. Citvi., 17,857	17,311	17,028
Omaha*1 28.161	32,759	28,239
E. St. Louist 8,157	9,493	11,698
St. Josephi . 11,061	12,916	12,011
Sioux Cityt . 8,277	8,808	11,897
Wichita*1 4,321	4,386	4,903
New York &		
Jer. City† 11,508	12,032	11,763
0kla. City*1 8.598	9,432	6,124
Cincinnatis . 4,617	4,789	4,786
Denvert 19,861	14,578	13,659
St. Paul; 15,377	16,509	15,648
Milwaukeet . 4,364	5,090	4,671
Totals164,656	173.913	166,171
HOGS		,
Chicagot 40,725	46,897	30,189
Kan. City: . 9,296	9,139	8.002
Omaha*1 53.818	60,652	36,070
E. St. Louis‡ 26,698	32,822	22,576
St. Josephi . 32,916	32,561	22,755
Sioux Cityt . 28,533	26,661	28,644
Wichita*1 13,400	12,202	7,717
New York &	10,000	1,141
Jer. Cityt. 51,978	55,068	42,426
0kla. City*; 11,937	12,759	12,830
Cincinnatis . 14,387	16,308	12,873
Denver: 18,468	14,262	15,170
St. Pault 51,955	58,528	39,533
Milwaukeet . 4,042	4.557	3.915
	-	Married Street
Totals358,153		282,000
SHEE		0.900
Chicagot 4,505	6,671	9,329
Kan. Cityt 5,621	8,209 16,376	5,741
Omaha*‡ 12,754 E. St. Louis‡ 2,904		15,552
	17 417	4,168
St. Josepht . 8,964		12,660
Sioux Cityt . 5,587	6,686	12,370
Wichita*1 2,915 New York &	2,414	1,246
	50 494	49,798
Jer. City†. 48,513	52,431	90,198
Okla. City*1. 2,549	1,771	2,482
Cincinnatis 519	391	
Denvert 17,736 St. Pault 4,77	13,917	
St. Pault 4,771	5,858	7,960
Milwaukeet . 1,41	7 1,737	1,791
Totals118,75	1 139,889	134,641

\*Cattle and calves, †Federally inspected slaughter, including directs. ‡Stockyards sales for local slaugh-

ISTOCKYARD ter. §Stockyards receipts for local slaughter, including directs.

#### CANADIAN KILL

Inspected slaughter in Canada for week ended

January 22:		
	Week Ended Jan. 22 1955	Same week 1954
CATT	LE	
Western Canada Eastern Canada		$16,674 \\ 17,144$
Totals	34,059	33,818
нос	3S	
Western Canada Eastern Canada		$\frac{31,346}{44,338}$
Totals	111,095	75,684
graded	117,557	83,523
SHE	EP	
Western Canada Eastern Canada		$\frac{3,811}{4,823}$
Totals	10,323	8,634

#### **NEW YORK RECEIPTS**

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended Jan. 29:

0	attle	Calves	Hogs*	Sheep	
Salable	187	210			
Total (inc.		0.00*	00 505	D1 100	
directs) Prev. week		3,300	23,381	21,480	
Salable		95	168		
Total (inc.					
directs).	5,574	2,740	25,185	23,672	

\*Including hogs at 31st St.

#### **CHICAGO LIVESTOCK**

Supplies of livestock at the Chi-cago Union Stockyards for current and comparative periods:

#### RECEIPTS

(	Cattle	Calves	Hogs	Sheep
Jan. 27 :	2,168	386	11,411	1,923
Jan. 28.,	737		9,029	822
Jan. 29	90		3,303	6
Jan. 311			14,875	5,591
Feb. 1	5,000	300	14,000	4,000
Feb. 21	0,000	400	11,500	3,500
*Week so				
far3	3,135	1,115	40,375	13,091
Wk. ago,3	7,807		43,248	
Yr. ago.3	4,677	1,252	32,299	9,124
2 years				
ago2	9,655	832	39,414	14,169
*Includi:	ng 47	cattle	, 216	calves.
3,935 hogs	and	848 sh	eep di	rect to
packers.				

SHIPM	MENT	S	
Jan. 27., 2,406	31	3,181	470
Jan. 28., 1,084	15	3,686	303
Jan. 29 93		463	
Jan. 31 4,103		2,025	1,746
Feb. 1 1,500		1,500	2,000
Feb. 2 3,000		1,000	1,000
Week so			
far 8,603		4,525	4,746
Wk, ago.12,725	59	5,906	2,707
Yr. ago. 13,333	176	2,836	2,091
2 years			
ago12,820	33	6,876	2,584
TOTAL JANUA	ARY	RECEI	PTS

#### 1955 186,923 8,088 264,920 60,595

TOTA						PMENTS
					1955	1954
Cattle					78,238	82,292
Hogs						51,661

#### CHICAGO HOG PURCHASES

Supplies of ho Chicago, week end	gs purch ed Wed.,	
Packers' purch Shippers' purch	Feb. 2 40,309	Week ended Jan. 26 47,028 12,357
Totals	53,739	59,385

#### LIVESTOCK PRICES AT LOS ANGELES

Prices paid for livestock at Los Angeles on Wednesday, Feb. 2, were reported as shown in the table below:

Steers, choice\$24.00 only
Steers, gd. & ch 22.75 only
Steers, util. & com'l. 15.00@20.00
Heifers, com'l & gd. 17.00@20.00
Heifers, util. & com'l 13.00@16,50
Cows, util. & com'l. 11.50@13.50
Cows, can. & cut 8.00@11.00
Bulls, util. & com'l. 15.00@16.00
CALVES:
Good & choice\$19.50@22.00
Util. & good 15,00@19.00
Cull & utility 10.00@13.00
HOGS:
Choice, 195/235\$17.75@18.50
Sows, choice None rec.

#### LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Jan 28, with comparisons:

	Cattle	Hogs	Sheep
Week t			
date	282,000	504,000	165,000
Previou	310,000	536,000	190,000
Same w		000,000	190,000
1954	286,000	426,000	149,000
1955 to			
date		2,154,000	709,000
1954 to	1 070 000	1 704 000	070.00

#### PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Jan. 27:

	C	attle Ca	ilves	Hogs !	Sheep
Los Ang.		7,900	500	1.650	750
N. Portl.		900	75	550	525
San Fran.		2.735	250	2,435	1.850



PEPPER is the dried ripe berry of a perennial climbing vine. The berries are known as "peppercorns." The best pepper comes from Indonesia and India.

# Asmus Brothers

spare no effort to produce the world's finest spices and seasonings -to make your product taste better!



Spice Importers and Grinders DETROIT 26, MICHIGAN **523 EAST CONGRESS** 

#### MEAT SUPPLIES AT NEW YORK

(Receipts reported by the USDA Marketing Service for week ended January 29, 1955, with Comparisons)

week ended Jani	lary 20,	1999, with Comparisons)	
STEERS AND HEIFERS: Ca	rcasses	BEEF CURED:	
Week ended Jan. 29	11.767		14,346
Week previous	17.194		12,771
Same week year ago	11,818		11,285
COW:		PORK CURED AND SMOKE	D:
Week ended Jan. 29	1.521		57,872
Week previous	2,152		72,960
Same week year ago	1,855	Same week year ago o	100,400
BULL:		LARD AND PORK FAT:	
Week ended Jan. 29	359		6,860
Week previous	614	Week previous	5,472
Same week year ago	357	Same week year ago	14,810
VEAL:			
Week ended Jan. 29	12.830	LOCAL SLAUGHTER	
Week previous	10,954		
Same week year ago	12,474	CATTLE:	
LAMB:		Week ended Jan. 29	11,508 $12,032$
Week ended Jan. 29	29.642	Week previous Same week year ago	11.763
Week previous	35,383	Edition Com Married	
Same week year ago	35,109	CALVES:	
MUTTON:		Week ended Jan. 29	11,023
Week ended Jan. 29	936	Week previous Same week year ago	$\frac{11.342}{9.707}$
Week previous	2,127		0,101
Same week year ago	1,078	HOGS:	
HOG AND PIG:		Week ended Jan. 29 Week previous	51,978 $55,068$
Week ended Jan. 29	6.848	Same week year ago	42,426
Week previous	2,127		,
Same week year ago	4,465	SHEEP: Week ended Jan. 29	48,515
DODE GUMS.		Week previous	52,431
PORK CUTS:	000 049	Same week year ago	49,798
Week ended Jan. 291 Week previous1	564 991		
Same week year ago1	114,510	COUNTRY DRESSED ME	ATS
		COUNTEL DELEGED ME	45 4 13
BEEF CUTS:		VEAL:	
Week previous	103,500 $106,230$	Week ended Jan. 29	6,107
Same week year ago	127,560	Week previous	5,768 6,181
	,	Same week year ago	0,101
VEAL AND CALF CUTS:		HOGS:	
Week ended Jan. 29	3,763	Week ended Jan. 29	123
Week previous Same week year ago	10,096 8,831	Week previous	109
baine week Just ago	O,OUL	Same week year ago	65
LAMB AND MUTTON:		LAMB AND MUTTON:	
Week ended Jan. 29	20,702	Week ended Jan. 29	76
Week previous	1,053	Week previous	173
Same week year ago	15,898	Same week year ago	

#### WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ended January 29, was reported by the U.S. Department of Agriculture as follows:

Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area1 11,508	11.023	51.978	48,515
Baltimore, Philadelphia 8,063	1.169	23,872	1.524
Cincinnati, Cleveland, Detroit,			-10-1
Indianapolis 16,391	5,217	90,573	12,598
Chicago Area 26,434	6,420	63,059	6,338
St. Paul-Wis. Area <sup>2</sup> 27,729	27,488	120,627	15,277
St. Louis Area <sup>3</sup> 13,730	5,170	69,704	8,959
Sioux City 8,997	5	28,159	5,161
Omaha Area	897	81,425	21,415
Kansas City 15,370	3,311	32,821	11,333
Iowa-So. Minnesota <sup>4</sup> 27,348	11,358	307,331	33,833
Louisville, Evansville, Nashville,			Not
Memphis 8,990	7,252	39,322	Available
Georgia-Alabama Area <sup>5</sup> 6,768	2,702	24,181	
St. Joseph, Wichita, Oklahoma City 19,545	3,309	57,269	12,952
Ft. Worth, Dallas, San Antonio 18,068	5,613	20,891	10,545
Denver, Ogden, Salt Lake City 16,576	1,185	17,554	16,531
Los Angeles, San Francisco Areas <sup>6</sup> 25,849	2,483	35,307	28,963
Portland, Seattle, Spokane 6,511	357	14,562	5,021
GRAND TOTALS291,186	94,959	1,078,635	238,965
Totals previous week306,160	99,480	1,118,942	266,609
Totals same week 1954289,073	97,373	916,961	249,887

<sup>1</sup>Includes Brooklyn, Newark and Jersey City, <sup>3</sup>Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, lowa, and Albert Lea, Austin, Minn. <sup>5</sup>Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. <sup>6</sup>Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

#### SOUTHEASTERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, and Tif-ton, Georgia; Dothan, Alabama; and Jacksonville, Florida during the week ended Jan. 28:

	Cattle	Calves	Hogs
Week ended Jan. 28	3,356	1,000	12,856
Week previous (five days)	3,325	1,543	12,874
Corresponding week last year	2,681	1,019	15,174

#### CLASSIFIED ADVERTISING

Unless Specifically instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number. Headaddress or box numbers as 8 words. Head-lines 75c extra. Listing advertisements 75c per line. Displayed \$9.00 per inch. Con-tract rates on request.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE. PLEASE REMIT WITH ORDER.

#### POSITION WANTED

Undisplayed: set solid. Minimum 20 words, \$4.50; additional words, 20c each. "Position Wanted," special rate: minimum 20 words, \$3.00; additional words, 20c each. Count

#### ATTENTION! SAUSAGE MANUFACTURER

Are you looking for a man to manage and manufacture the kind of sausage you have always dreamed of? Stop looking. Write to Box W-2, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

#### BAUSAGE MAKER SUPERINTENDENT

First class man desires change. Complete knowledge of formulation, quality control, costs, yields, labor, etc. Wide experience. Best references. Age 40. Accustomed to handling large operation. W-11, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF COOLER MANAGER, plant manager or assistant manager. Small or medium sized plant. Age 47. 20 years' experience. Have good knowl-edge of cutting and boning practices, also sales and plant operation. W-24, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

#### HELP WANTED

WANTED: An alert, aggressive young man (25-30) with some knowledge of the meat business, interested in learning the brokerage business. God future with well established brokerage firm. Please write age. family status, experience details to Box W-29, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, III.

PLANT SUPERINTENDENT: Wanted to take complete charge of large rendering plant. Give age, experience and salary expected. W-27, THE NATIONAL PHOVISIONER, 18 E. 41st St., New York 17, N.Y.

#### HELP WANTED

OPPORTUNITY: Small city cow slaughterer in New York state (Albany area) has opening for a young man to head sales in carcass cows and boneless meats. Background must include ability to slaughter, bone and sell. Please state experience. If you have the desire and ability to work, along with using your head, we want to hear from you. Housing accommodations are available. W-45. THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

KILL FLOOR FOREMAN: Experience in handling men necessary. Must also know all phases of cattle killing operations. BAI plant, killing 1500 cattle per week, Los Angeles, California. Permanent position if qualified. Send complete details of background and experience. W-46, THE NATIONAL PROVISIONER, 15 W. Huron 8t., Chicago 10, Ill.

#### AUDITORS

Excellent permanent positions for senior and junior traveling auditors. Please send full personal information, including education, business experience and salary requirements.

HYGRADE FOOD PRODUCTS CORPORATION Detroit 16, Mich. 2811 Michigan Ave.

#### BEEF COOLER MANAGER

Beef man with sales experience wanted to manage beef cooler for mid-western packer. Will work with established sales organization. Must know cutting and boning practices. Liberal benefit program. Give age, experience and salary expected in written reply.

W-6, THE NATIONAL PROVISIONER

Chicago 10, III.

#### HELP WANTED

Mid-west packer would engage young man able to handle large gang and procure good hide take-off. Answer in own handwriting, giving particulars as to age, experience, recommendations and marital status. Replies confidential.

> Reply to Box W-43, THE NATIONAL PROVISIONER

15 W. Huron St. Chicago 10, Ill.

MAINTENANCE MAN WANTED: For packing plant. Must know ammonia refrigeration and be able to do general plant maintenance work. State age, experience and salary expected.

SCHWARTZMAN PACKING COMPANY 0. H. Eichelberger

P. O. Box 1359 Albuquerque, New Mexico

NIGHT SUPERINTENDENT: To assume charge of all night operations. Must be experienced and be able to handle men. Splendid opportunity for the right man. Please furnish references and a brief resume of your experience in initial application. THE OHIO PROVISION COMPANY, 6101 Walworth Ave., Cleveland 2. Ohio.

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